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International Commerce

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December 31, 1962

Business Bulletins *from around the world*

ARGENTINA—Crude oil production in first 9 months of 1962 amounted to 11,389,710 as compared with 10,-132,182 cubic meters in corresponding period of 1961, increase of 12.4%.

AUSTRALIA—Perini Australia Pty., Ltd., subsidiary of Perini Corporation of America, wins $3 million contract for construction of Murray-1 power station, largest planned for Snowy Mountains Scheme—$900 million Australian project by which water to be diverted westward through mountains for power and irrigation. Station to house 8 turbine-generator units with total capacity of 760,000 kilowatts and will be first major surface power station built by Snowy Mountains Authority.

BOLIVIA—Finance Ministry publishes instructions on change of monetary system due Jan. 1, 1963. Boliviano to be changed to "peso boliviano," 1 peso boliviano to equal 1,000 bolivianos. Although new money not to be available until late spring, beginning in January all bills and other written figures concerning Bolivian money must be in new pesos.

National Cement Plant in Sucre to enlarge factory by adding plant for manufacturing asbestos-cement tubes. Company has obtained $75,000 loan for this purpose from Inter-American Development Bank, partly to acquire machinery for project.

ITALY—National labor contract covering 150,000 metalworkers in State-controlled industries (shipyards, steel and autos) calls for wage increases of 10-12% and reductions in work week. Total labor costs to increase by 17% as estimated by unions or by 24% as estimated by industry.

Rail fares to be boosted on January 1—passenger fares by 15% and freight rates by an average 10%. Similar increase took place in June 1961. New rates, although closer to levels in other European countries, are still Common Market's lowest.

SANAC, FINSIDER subsidiary, starts production of new refractory materials for industrial use, under patent rights granted by ESSEX Research Co., Delaware, with technical assistance from General Refractories Co. of Philadelphia.

IVORY COAST—Bankers Trust Co. of New York becomes third U.S. bank to acquire share in Ivory Coast commercial bank as operations of French bank, Societe Generale, are reorganized into separate entity. New bank, Societe General de Banque en Cote d'Ivoire (SGBCI), has 5 Ivory Coast branches, is capitalized at $1.6 million with Bankers Trust holding 10%. Other American banks now represented in local internationalized former French banks are: Bank of America with Banque Internationale pour le Commerce et l'Industrie (BCI), and Morgan Guaranty Trust Co. with Societe Ivoirienne de Banque.

MOZAMBIQUE—Willy's Overseas S. A. and Ronil, Lda., to establish assembly plant with annual production of 400—1000 commercial vehicles. First unit to be completed in mid-1963. Initially about 10% of all material to come from local or national sources.

PAKISTAN—Government sanctions project for manufacture of jute sacking cloth for carpeting in East Pakistan. Pakistani firm to import necessary machinery valued at $1,056,300, using bonus vouchers obtained as result of export earnings. Completed mill to have annual capacity of 3,400 tons.

200,000-kilowattt, $42 million thermal power station is planned 6 miles from Lyallpur to help relieve West Pakistan power shortage anticipated by 1963.

TAIWAN—Merck & Co. to construct $500,000 wholly-owned subsidiary plant to manufacture chemicals and pharmaceuticals for local market. Products to include some 28 intermediate items—among them chemicals for use in agriculture and pharmaceuticals for humans—and be marketed by Merck's present distributors, U.S. Summit Corporation in Taipei. Merck's investment follows similar Taiwan ventures by two other American companies seeking to offset Taiwan's new import restrictions on pharmaceuticals.

UNITED KINGDOM—F. W. Berk, Ltd., British chemicals producer, to build new plant making wide range of chemical derivatives from cyclohexane, oil refinery product. Firm will import up to 20,000 tons of cyclohexane annually; U.S. is one of the main supply sources of this chemical.

VIET-NAM—Capitalized at $4 million, company to construct and operate sugar refinery was formed at end November. Plant to be at Quang Nai with input capacity of 1,000 metric tons of cane per day. Estimated start-up date is end 1964 with labor force of 600—1,000.

New pharmaceutical plant inaugurated by Vice President of Viet-Nam on November 29. Company, with authorized capital of $1.1 million and owned jointly by private French and Vietnamese interests, reportedly has monthly output of 12 million tablets, 300,000 tubes of ointments, and 100,000 bottles of syrups. Plant to produce vitamins and injection sera, and process antibiotics.

WEST GERMANY—Textile manufacturer, Chadbourn Gotham, Inc., of Charlotte, North Carolina, pays undisclosed price for entire stock, trade names, and Reinfeld plant near Hamburg of German stocking manufacturer, Opal, Margaritoff & Schaffer, recently bankrupted. According to *German International*, President Chadbourn Bolles of purchasing firm has announced it will introduce American novelties to German market through Opal. Chadbourn Gotham operates 23 factories in U.S., with 1961 stocking sales (Larkwood, Gotham Gold Stripe, Hummingbird) grossing about $50 million.

Another Margaritoff & Schaffer plant—berolina Strumpffabrik & Schaffer OHG, at Berlin—is bought by Hudson-Strumpffabrik GmbH, of Stuttgart Vaihingen, subsidiary of Hudson concern, also of Charlotte, North Carolina. Hudson reportedly topped Chadbourn Gotham bid of 1.35 million D-marks ($337,500). Berolina, employing about 500, holds some 40% of West Berlin stocking market.

DEPOSITED BY THE
UNITED STATES OF AMERICA

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About the cover

In the October 29th issue of International Commerce we published a picture of a canal in Rotterdam, a busy canal with picturesque barges loaded with cargo. Before long we began getting mail from The Netherlands, explaining in no uncertain terms that Rotterdam boasts one of the busiest, if not the busiest port in all of Europe, even the world. We hasten to correct any wrong impression we may have unintentionally created, by showing on our cover a view of a portion of modern Rotterdam harbor. Incidentally, starting on page 2, is an article on a U.S. Trade Mission soon to depart for Holland.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

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1963 Special Features

January and February issues of International Commerce will include reports of U.S. Trade Missions recently returned from Italy, Japan, Spain, and Greece.

These reports are recommended reading for any businessman interested in expanding export activities in these countries. Also to be published are a series of articles written by U.S. Commercial officers stationed in overseas business centers, in which the authors will point out the most advantageous ways and means of getting new business in their area.

LIST QUALIFICATIONS

Seek businessmen to serve on Netherlands Trade Mission; increased exports possible

Trade and Industrial Equipment Mission functions April 15th—May 17th in Amsterdam and Rotterdam; will visit other Dutch cities with business proposals from U.S.

The Department of Commerce has announced that a U.S. sponsored Trade Mission will operate in The Netherlands April 15-May 17, 1963. Qualified businessmen are now being recruited for the Mission.

The outlook for increasing exports of certain U.S. consumer goods such as clothing specialties, cosmetics and toilet preparations, fancy paper products, photographic equipment, articles for sport and recreation (especially bowling and camping equipment), and prepared food, specialties, is promising.

Identified as a "Trade and Industrial Equipment Mission," it will consist of six businessmen in the following categories:

Advanced Food Processing and Packaging, Mass General Merchandising with Emphasis on Department Stores, Textile Machinery and Textiles, Advanced and Specialized Laboratory and Testing Equipment, Gas Equipment for Space-Heating and Industrial Uses (Including Conversion of Existing Units), and Advanced Types of Machine Tools and Automation Equipment.

Trade Information Centers will be established in Amsterdam and Rotterdam. They will contain a 1000-volume reference library of U.S. trade and industrial publications and directories. Office quarters will be established and manned by the team members. Specific Business Proposals brought along by the Mission will be discussed with Dutch businessmen in individual consultations.

There will be field consultations in other cities by the team or individual Mission members as well as plant visits.

Six men required

Qualified businessmen interested in serving on this Mission are asked to submit their application to the Director of the Trade Mission Program, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or to any of the Department Field Offices.

- ***Advanced food processing and packaging***

Experienced in processing a wide variety of food products; knowledgeable of latest U.S. processing, canning and packaging techniques; conversant with distribution of canned and packaged foods, including channels and pricing, primarily at wholesale but also at retail level.

- ***Mass general merchandising:***

Well advanced in a wide variety of items sold in department stores, such as applicances ranging from toasters to refrigerators, apparel, sporting goods, "do-it-yourself" equipment, photographic equipment, toys, games and dolls, etc. as U.S. export potentials. Able to discuss sources, marketing channels, quality control, style, design, packaging, delivery time, and merchandising techniques.

- ***Laboratory and testing equipment:***

Well acquainted with as many types as possible of laboratory and testing equipment. Well versed in sources of supply, delivery time and cost.

- ***Textile machinery and textiles:***

Technical knowledge of textile machinery and plant layout of equipment for spinning, weaving and finishing of cotton, man-made fiber, woolen and worsted textiles. Able to advise on U.S. sources of supply for yarn, grey goods and finished textile fabrices by types and cost.

- ***Gas equipment for space-heating:***

Conversant with airhandling, airconditioning and heating; knowledgeable in sources of supply, cost, installation procedures and techniques.

- ***Advanced types of machine tools:***

Knowledgeable of a wide range of special and multi-purpose machine tools, including automated processes. Able to discuss Dutch potentials for specialty machine tools adapted to existing production methods and U.S. machine tool characteristics and capabilities. Knowledgeable U.S. sources of supply, price ranges, delivery time and the competitive superiority of U.S. equipment.

Business Proposals

Members of the U.S. Trade and Industrial Equipment Mission will try to assist American businessmen find a market for their products in The Netherlands.

The Mission will take with them Business Proposals submitted by the American business community.

Any businessmen having a product or service to sell, or looking for an agent or distributor, or desiring any other kind of business arrangement in The Netherlands, is requested to write a letter (original and two copies) to the Director, U.S. Trade and Industrial Equipment Mission to The Netherlands, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or to any of the Commerce Field Offices. Businessmen with backgrounds in advanced food processing and packaging; mass general merchandising with emphasis on department stores; advanced and specialized laboratory and testing equipment; textile machinery and textiles; gas equipment for space-heating and industrial uses, and advanced types of machine tools and automation, will serve on The Mission.

Business Proposals will be printed in booklet form and distributed to The Netherlands business community before the arrival of the Mission on April 15. These booklets will contain proposals, but not firm names and addresses. These are only released to qualified parties by the Mission members during their visit. Firms are notified by the Mission Director which Dutch firms are interested in their proposal(s) so that they can follow up the initial contacts.

How to submit a Business Proposal to Trade Mission

To submit a Business Proposal, please answer *all* of the following six groups of questions on company letterhead and submit it with 2 carbons to: Director, U.S. Trade Mission to The Netherlands Trade Missions Program, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. Business Proposals for The Netherlands must be received in Washington by March 1, 1963.

❶ What product or service do you wish to sell (provide) or purchase (offer)?

❷ Do you wish to export directly? Do you wish to appoint an agent? If you are interested in appointing an agent, please describe the type of agency arrangements you desire and whether this agent will be your exclusive representative in the country or region. Note: The Trade Mission will *not* endeavor to locate a substitute for an exclusive agent.

❸ Do you wish to import for your own account or to act as an agent?

❹ Are you interested in a direct investment or joint venture? If so, describe your proposition briefly including whether your contribution will consist of one or more of the following: materials and equipment; know-how and services; capital.

❺ Are you interested in licensing a qualified firm to manufacture your product abroad? If so, provide a brief description of the agreement you would consider.

❻ What type of company is best qualified to transact your business?

Support your Business Proposal with information and enclosures necessary to make the most effective selling approach. This may consist of data regarding the size and scope of your firm, credit references, catalog pages, prices and other information which describes your product or service. You may wish to mention firms with which you are presently doing business in the country to be visited. Price information should include CIF quotations, if possible.

If you are representing several firms, you may find it advantageous to submit a separate Business Proposal for each client.

If your firm offers a wide variety of products, summarize them by commodity group in the Business Proposal letter.

As these Business Proposals must be shipped abroad and transported by the Mission throughout the country visited, please limit your enclosures. You will have the opportunity to furnish additional material when the Trade Mission advises you of a contact established.

Market profile—The Netherlands

AREA: 12,865 square miles (comparable to combined size of Massachusetts and Connecticut).

POPULATION: 11,720,229 (January 1962).

CURRENCY: Guilder (One guilder equals $0.276).

PER CAPITA INCOME AND AVERAGE WAGES: Annual national income per capita was $872 in 1961 ($2328 in United States). Average weekly industrial wages, $30.64 for men and $17.90 for women (October 1961).

GROSS NATIONAL PRODUCT: $12.25 billion in 1961. Average annual increase in real terms, 5.8 percent since 1958.

MOTOR VEHICLES: Registrations as of July 31, 1961, totaled 968,600, of which 602,493 were passenger cars; 176,360 were trucks and delivery vans; and 9,158 were buses.

NUMBER OF RADIO AND TELEVISION SETS: In 1961 there were 2,644,531 radios, plus 479,944 subscribers to Government closed-circuit broadcasting service, and 923,590 registered television sets.

ELECTRICITY: Gross consumption, 15,751 million kilowatt-hours in 1960. Characteristics: Alternating current, 50 cycle, generally 220,380 volts, triple phase, four wire, but characteristics vary in a few localities (see U.S. Department of Commerce publication, "Electric Current Abroad," for variations). Small household installations connect to two wires, and are thus single phase, 220 volts.

PRINCIPAL CITIES: Amsterdam (population 866,342 in 1961), Rotterdam (729,744), The Hague (605,876), Utrecht (256,332), Haarlem (169,497), and Eindhoven (168,858).

VALUE OF FOREIGN TRADE (1961): Total exports, $4,337 million; total imports, $5,148 million.

PRINCIPAL EXPORTS (1961): Mineral fuels, lubricants and related products (9.4 percent of value of total exports); electrical machinery and apparatus (9.3 percent); chemical and related products (8.8 percent); dairy products (7.4 percent); textile, yarns and fabrics (7.2 percent); non-electrical machinery (5.5 percent); livestock and meat (5.2 percent); transport equipment (5.1 percent); and fruits and vegetables (5.1 percent).

PRINCIPAL IMPORTS (1961): Mineral fuels, lubricants and related products (10.5 percent of value of total imports); non-electrical machinery (9.8 percent); electrical machinery and apparatus (8.2 percent); chemical and related products (6.0 percent); iron and steel (6.0 percent); and textile yarns and fabrics (5.9 percent).

PRINCIPAL TRADING PARTNERS: ***Imports***—Federal Republic of Germany (23.1 percent of value of total Netherlands imports in 1961), Belgium-Luxembourg (19.0 percent), United States (11.1 percent), and the United Kingdom (7.2 percent).

Exports—Federal Republic of Germany (23.1 percent of value of total exports in 1961), Belgium-Luxembourg (15.1 percent), United Kingdom (10.0 percent), Sweden (4.5 percent), and the United States (4.4 percent).

Trade Bill a boon but 'not free ride'

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Frankfurt, Germany—One afternoon recently, accompanied by an American friend of ours who lives in this bursting, bustling community of prosperous shops and commercial hustle, we stopped by the bar of the Frankfurter Hof.

"Let me tell you something about doing business in Germany," he said. "I've been wanting to talk about this for a long time, but since nobody from home ever listens, I feel as frustrated as a kleptomaniac in a piano store."

"Ever since the Trade Bill was passed every American traveler I meet acts as though Congress enacted a law that other countries must buy from the United States."

"These Common Market nations have a good thing started for themselves, and as mutual tariffs continue to come down, the prosperity will continue to go up, while factories reduce costs by greater production as we at home have demonstrated can be done."

"Nobody that I've met in the European Economic Community has been waiting with expectant breath, anxious and concerned, for us to bargain. The birth of the Common Market, actually, was to form an economic union similar to our fifty states. We are going to require the toughest, hardest, most glacial eyed negotiating team under Christian Herter that we can find to make the Trade Bill meaningful."

"And tariff reductions without eliminating quotas and other restrictions for trade will be as purposeful as a pair of deuces in an out of town game."

"In Germany it's all here, the desires, the money and fifty million people, but we've got to sell like a used car salesman with eight kids during the week before Christmas."

"The Trade Expansion Act is the greatest boon ot our exports since Sir Walter Raleigh started the tobacco habit, but it isn't a free ride. You've got to buy a ticket. This economy here came on strong and is as delicately coordinated as the June Taylor dancers. It's big, brassy, loud and fast. The Germans respect the products of the United States and want to buy them, but we have to get more of our people over here to do the selling."

My friend took another sip of his Kentucky bourbon.

"And, please," he continued, "let's spend a few dollars to have the information printed in German."

"Even though we sell a billion and a half dollars a year in Germany, and twice as much as the Germans sell to us, it hurts like the opposition to a Packer power play to see business going elsewhere only for lack of somebody interested enough to come and get it. Our best salesmen should be here and our factories should alter their products and packages to German specifications, customs and needs. And then they should establish service."

"If things are a little off at home, it's an easy dilemma, for almost any able manufacturer can take up some slack with German business."

"In Italy they have 22 paid holidays, not including fire safety week, but the Germans have an evangelical fervor about work. Things are so good that they've hired 700,000 people from other countries to help keep things going."

"Doing business in a lush economy like Germany gives one an effervescent feeling. It's as exciting as sparkling wine bubbles to pass store windows filled with shiny new merchandise or to read the statistics of the increased purchases by the Six."

"Exciting, that is," he concluded, "if you understand you can't play in the band unless you march in the parade."

U.S. businessmen 'not realizing full export potential'

Commerce official says about 96% of U.S. producers don't export

Some U.S. businessmen are discovering that "export business is excellent business," but many others have not yet taken advantage of the tremendous opportunities for export profits, according to Deputy Export Coordinator L. Edward Scriven of the U.S. Department of Commerce.

U.S. exports, at an annual rate of $21.2 billion in the first 9 months of this year, are running about 6% higher than a year ago, the Commerce official stated in an address before the Regional Export Expansion Council in Tampa, Florida.

"We're progressing, but we're not moving fast enough," Mr. Scriven said. "About 96% of all our manufacturers are not exporting so much as a dollar's worth.

"If American businessmen will increase their overseas sales by 10% over last year's $20.1 billion, we will make the kind of progress we need to build up our strength at home and abroad. Export expansion is also a sure-fire way to show the world that our free-enterprise economy really works."

Primarily because of heavy expenditures overseas to meet our commitments to friendly nations, the United States has been in the red in its international balance of payments since 1958. The deficit is being shrunk—from nearly $4 billion in 1960 to $2.5 billion last year to an annual rate of $1.9 billion in the first nine months of this year.

"The dollars we've spent abroad are still around, and they are contributing to rising prosperity overseas," the Commerce official said. "If businessmen who are not now exporting will start selling their products on world markets, and if those who are already selling abroad will sell more, we can bring dollars back home to boost our own economy."

BRITISH EEC INVESTMENT

Direct investment by British firms in the Common Market rose sharply in 1961, totalling $70.8 million (25.3 million pounds), almost 25% above 1960.

U.S. products becoming more popular in growing Nigeria; EEC association rejected

Government still hopes for tariff concessions from Market; U.S. sales spurt 57% ahead of 1961, despite trouble finding reliable local agents; foreign aid, investment welcome

Recent economic developments in Nigeria indicate continued growth in most sectors, according to the U.S. Embassy in Lagos.

Nigeria's foreign trade has reflected the impact of industrial developments, with imports of some goods declining, while many imports in the consumer and non-consumer lines have increased.

Nigeria's 1962 trade deficit is expected to be well below the 1961 level of $137.2 million. American products are becoming better known, which is reflected in the steadily increasing demand for U.S. goods.

For the first 6 months of 1962, total domestic exports showed a modest rise to £90.6 million from £86.9 million in the same period of 1961. Substantial increases in cocoa and peanut exports offset small price declines for these commodities and drops in exports of palm products, hides and skins, minerals and cotton. Crude petroleum exports, 85% higher than 1961, continued to rise in importance as a foreign exchange earner.

EEC association rejected

At the Commonwealth Prime Ministers' conference in September the Government announced its decision to reject association with the European Economic Community. The decision rests on the political connotations of association; the Government has tried to make clear to the public that the economic effects of its decision, at least in the short run, will be damaging.

Nevertheless the decision was highly popular, and when the Prime Minister returned from London he was welcomed as a hero by all political factions.

The Government hopes to negotiate a separate trade agreement with the EEC once the question of British accession has been resolved. It hopes the EEC will lower, if not eliminate, its common external tariff on cocoa, palm products, peanuts and other Nigerian products, which are set at levels protecting producers in the Common Market's French-speaking African associates. The Government thinks that these suppliers will be unable to supply the EEC's entire needs for some time, so Nigeria will still be able to sell to the EEC. It plans increased efforts to develop new export markets and hopes that international commodity agreements on items like cocoa will mitigate losses.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

U.S. sales up

American exports to Nigeria continued to increase during the second quarter. For the first half of 1962, imports from the U.S., at $21.6 million (£7.7 million), were 57% above those for the same period of 1961. Exports of $35.5 million (£ 13.4 million) to the U.S. were only slightly above last year's level.

Not all the increase in imports from the U.S. reflects long-term trends, however. Among the categories in which there were sharp increases were petroleum products, which fluctuate sharply from year to year depending on supply patterns of the oil companies; railway track, financed by a DLF loan; railway construction accessories, not financed by DLF but related to the loan project; and flour, the market for which will be greatly curtailed by the beginning of local production and higher import duties.

On the other hand, there were respectable increases in a wide variety of machinery products, suggesting a continuing trend toward familiarity with American equipment.

A major problem for American exporters seeking to break into the Nigerian market continues to be the difficulty of finding reliable local agents. However, the large European trading companies which dominate this sector of the Nigerian market have recently demonstrated interest in American industrial equipment.

Foreign aid invited

The Government continued active efforts to obtain additional foreign aid and private foreign investment. The latter was the object of a long trip by Eastern Region Premier, Dr. Michael Okpara to the U.S., Canada, and Great Britain. At the end of September, the Northern Region Premier, Sir Ahmadu Bello, visited West Germany.

New industries beginning production included a steel re-rolling mill near Enugu (Nigersteel Company, owned by the Eastern Region government, Mandilas & Karaberis Ltd., and Italian interests); and a tire factory (Michelin Nigeria Ltd.) at Port Harcourt.

A paint factory (Imperial Chemical Industrial Paints Ltd.) and a biscuit factory (Niger Biscuit Company, owned by the Western Nigeria Development Corporation and S. Nassar and Company) at Ikeja were completed, and scheduled to begin production during October. Production at the new Guinness brewery had been expected to start at the end of the quarter, but has been deferred to the first of the year.

Financing arrangements were completed during the quarter for 2 of the largest industrial projects yet planned for Nigeria. Dunlop Nigerian Industries, which will produce tires and tubes, and the Nigerian Sugar Company, which will operate a sugar cane plantation and sugar

DAIRY BRIEFING: Eastern Nigerian Premier M. I. Okpara and members of his party listen to a Foremost Dairies official explain his company's plans for developing the East Nigerian Dairy industry at Foremost's San Francisco headquarters during the Premier's recent economic mission to the United States.

mill at Bacita, near Ilorin on the Niger River, announced public issues of their stock, which will be listed on the Lagos Exchange.

U.S. firm plans dairy

An American company, Foremost Dairies, has announced its interest in building a dairy in Port Harcourt, with possible future expansion to other parts of the country. Reports from Hong Kong indicated interest in textile and enamelware plants, and negotiations are continuing with the Japan Cotton Spinners Association for another textile mill. The Northern Premier, Sir Ahmadu Bello, reached agreement with West German interests on a cement plant in Sokoto during his 9-day visit to West Germany in September.

Farm export prospects

Agricultural prospects for the coming year were for considerable production increases in most major Nigerian export commodities. Cocoa production, estimated at 190,462 long tons for the 1961-62 season (the season ends August 31), is expected to rise to over 200,000 tons in 1962-63.

Peanut purchases for 1962-63 are forecast at about 700,000 long tons, slightly above the 1961-62 total of 685,519 tons. Another 300,000 tons or more probably will be consumed locally and not sold to the marketing boards. Cotton production, which declined sharply in 1961-62, is expected to have a good year in 1962-63, primarily because rains have continued longer than usual.

Three statutes concerning minerals and power were recently passed by Parliament. The most important, the Niger Dams Act of 1962, created a 5-man Niger Dam Authority to supervise construction and eventually manage the hoped-for high dam on the Niger. Negotiations for financing the project continued.

Other legislation included the Tin Act of 1962, which provided authority to levy an export tax on the output of Nigeria's 2 new tin smelters which have been operating since the beginning of the year.

The Mineral Oils Act of 1962 corrected an error in previous legislation by legalizing retroactively the recent grant of petroleum concessions to American, Italian, and French oil companies. The companies continued exploratory activities preparatory to test drilling.

U.S. backs survey

Agreement was reached during the quarter for U.S. financing of a comprehensive survey of Nigeria's telecommunications needs and development priorities. The survey is expected to lead to a major development program in the later years of the 6-year plan.

Pan American Airways, which now operates a twice-weekly service from Lagos to New York via Accra, Monrovia, and Dakar, applied to the Government for permission to add a third frequency via Lisbon.

New Belgian economic plan expects moderate growth rate

A 3.9% average annual increase in the Belgian Gross National Product (GNP) in constant prices is anticipated through 1965, according to the U.S. Embassy in Brussels.

This growth rate reflects the expectation that the Belgian GNP will increase from $13.3 billion (663 billion francs) in 1961 to $15.5 billion (775 billion francs) in 1965. Real income is expected to rise by 14% in constant prices during the same period.

These predictions appear in a 4-year development plan recently approved by the Belgian Cabinet Committee for Economic and Social Coordination for submission to Parliament for final approval. The plan includes a sector-by-sector analysis of goals and prospects for expansion of Belgian industry.

Commerce book boosts advantages of trade centers

The Department of Commerce has published a 20-page illustrated booklet designed to introduce American producers to the benefits of overseas trade centers in opening foreign markets to U.S. goods.

Entitled "U.S. Trade Centers Overseas," the booklet summarizes the purpose behind the trade centers and their possible benefits to U.S. businessmen. There are currently 3 U.S. trade centers overseas: Bankok, London and Frankfurt, and a Tokyo Trade Center is scheduled to open in March.

A free copy of "U.S. Trade Centers Overseas" can be obtained from the Director of the Trade Centers Division, U.S. Department of Commerce, Washington 25, D.C., or from any Department of Commerce field office.

IDA AND TURKEY'S ECONOMY

A development credit equivalent to $5 million has been extended Turkey by the International Development Assn., an affiliate of World Bank. The Government will relend the funds to the Industrial Development Bank, a privately owned institution that finances private industrial undertakings in Turkey. The credit will provide the IDB with foreign exchange for projects requiring imports of equipment. IDB has contributed substantially to Turkey's industrial growth, particularly active in assisting 4 groups: textiles; food products; stone, earthenware, and glass; and metal ore smelting.

Panama's economy still gaining; slowdown in U.S. sales due partly to lack of long-term credit

Public sector sparks construction boom; airline fees increased; second phase of national telecommunications system completed

Despite a drop in imports from the U.S., Panama's economy was generally healthy during the third quarter of 1962, and a fourth quarter upswing is expected to boost the gross national product even higher than the 5% gain registered last year.

Alliance for Progress programs in Panama moved forward rapidly during the third quarter, according to the U.S. Embassy in Panama City. A total of 9 community-aided rural schools have been completed, and contracts were awarded for the first integrated health center and for 3 of the elementary schools scheduled under the $45 million national school construction program. National economic planning studies were initiated in several fields. Some exports are now being processed through the terminal market in Panama City, recently established through the Alliance. Pineapple plants are being imported by the Agriculture Servicio (SICAP) for planting on an Alliance project in Chiriqui Province to develop domestic canning-type pineapples for processing by the local fruit-canning industry.

Tax increases possible

The 1963 budget of $75.4 million has been submitted to the National Assembly. This is an increase of $8.6 million over the 1962 budget. President Chiari has implied that some tax increases may be necessary to produce the projected increase in ordinary receipts.

Foreign deposits appeared lower on September 30 than at the beginning of the quarter, which suggests that the previous upward trend in savings accounts continued. No estimate can be made regarding the net change in the banking system's outstanding loans. However, outstanding loans on June 30 totaled $109.5 million, an increase of 10% over a year earlier. Foreign collections continued to be paid promptly, while local collections were slow.

There has been no official statement regarding Professor Triffin's recommendations in his report on "Credit Policy and Banking Structure in the Economic Development of Panama," (see International Commerce, September 17, 1962).

Panama's trade deficit on current account widened in the third quarter. Export trade suffered because of a drop in shrimp and banana shipments, Panama's 2 major export commodities. Total export values fell to about $7 million for July through September, compared with $9 million the preceding quarter and $7.5 million in third quarter 1961.

However, imports during the quarter jumped seasonally to about $34 or $35 million, compared with $31.1 million in the preceding quarter and $33.7 million in third quarter 1961.

During the quarter the total value of trade handled by the Colon Free Zone declined for the first time in 2 years, due mainly to smaller exports. The trade surplus (exports minus imports) fell to $7.1 million, $1.7 million less than the previous quarter and $900,000 less than a year ago. It is believed that the drop reflected lower sales to South America.

Business in Panama City and Colon, Panama's major marketing centers, was reported very good in most lines during the third quarter, with sales well above those of a year ago.

U.S. sales drop

U.S. exports to Panama declined somewhat during the third quarter, especially in consumer goods such as textiles and small electrical appliances, where Japanese merchandise gained an increasing share of the local market. This is due primarily to availability of Japanese goods at prices within the reach of the low-income groups that constitute the bulk of the country's population.

The apparent unwillingness of some U.S. exporters to grant the long credit terms which are being offered by other exporters is a significant limiting factor in U.S. sales to Panama.

A high level of construction activity continued in the third quarter, due largely to the volume of public construction.

The value and number of private building permits issued during the quarter showed the confidence of private enterprise in Panama's economic growth prospects.

Crop prospects in the third quarter were favorable for corn and about average for rice. The Institute for Economic Development (IFE) has given substantial assistance to rice growers, but output from the current rice crop will probably not be large enough to meet domestic demand.

A comprehensive Agrarian Code embodied in Law No. 37 of September 21, 1962, was enacted by the National Assembly. This code will be administered by a semi-autonomous Agrarian Reform Commission chaired by the Minister of Agriculture, Commerce and Industries.

Major transport developments during the third quarter included:

❶ A September drop in commercial freight movements through the Panama Canal, with less than 5 million tons of cargo moving through the Canal for the first month since February 1961;

❷ The Government passed Decree Law No. 14 on August 6, 1962, revising the landing fees at Tocumen International Airport. Effective October 21, fees chargeable to international air lines were increased by varying amounts, depending upon the size of planes. Landing fees at Tocumen were reduced by about 50% for domestic airlines, but at the same time, fees were levied on these carriers for landings at the various local airports, which they had not previously had to pay. It is estimated that the changes in domestic airline fees will increase comparably to those for the international airlines at Tocumen;

❸ The Atlantic, Gulf, Panama Canal Zone Shipping Conference raised freight rates to Panama on some types of goods on September 1.

On September 29, the second phase of a national telecommunications system was completed. It is expected to provide radiotelephone and radiotelegraph services throughout the country by the end of the year.

The Panama Light and Power Company and the Panama Canal Company signed an agreement in September providing for an interchange of electric power between the 2 systems. This will afford flexibility in the use of the 2 systems, thereby contributing to the optimum use of the electric power resources of Panama and the Canal Zone.

U.S. Trade Centers abroad plan active 1963 program

Bangkok plans farm machinery show; Tokyo opens library section; toy exhibits scheduled in London, Frankfurt

The 4 U.S. Trade Centers are busy places as 1963 arrives.

Small farm machinery and equipment will be featured for approximately 6 weeks next spring at the U.S. Trade Center in Bangkok.

A total of 39 U.S. firms have already signed up for the March 5-April 12, 1963, event, which is expected to produce a display featuring a large quantity and variety of U.S. farm equipment adaptable to Southeast Asia.

The exhibit will be supported by a full-scale promotional campaign to attract buyers, distributors and agents in the area served by the Center—Thailand, the Federation of Malaya, Singapore, Burma, Viet-Nam, Laos and Cambodia.

Industry contact has been started for the Business Machines and Office Equipment Show, scheduled in the Bangkok Center June 18-July 19, 1963. This event will feature products used extensively by almost all business enterprises, institutions, schools, government units, and offices in private homes.

A schedule advancement, completion of a library section, and continuation of industry negotiations for a toy show make up current activity in the Trade Centers in Frankfurt, Tokyo and London.

To save the Toys and Games Show planned in Frankfurt, Trade Center officials advanced the schedule to Jan. 29-Feb. 15. This precedes the German Toy Show at Nuremberg, which would have overlapped the original schedule for the U.S. show. A total of 31 U.S. firms now appear to be good prospects for the Center event.

The library section at the Tokyo Center is now completed and was opened for business in mid-December. The remaining construction is expected to be completed by Jan. 15, 1963.

The Tokyo Center is planning an Industrial Instruments and Laboratory Apparatus Show April 2-26, 1963. It will be 100% filled, with 14 firms planning to exhibit.

In London, industry negotiations for the Toy Show Jan. 22-Feb. 8, 1963, are progressing, with 11 firms signed, 9 promised and 8 good prospects. A good showing reportedly could be made with 20.

Gastronomical and tourism exhibit planned in Munich

An important gastronomical and tourism exhibit will be held April 19-28, 1963, in Munich, Germany.

The 1963 IGAFA—International Exhibition of Gastronomy and Tourism—will be staged in the Muncipal Exhibition Park, 14 Theresienhoehe.

Increased emphasis on the 1963 event will be placed on the show of the hotel and catering trades. The fair management is planning several special shows and events.

The U.S. Consulate General in Munich considers the IGAFA a good way to promote U.S. goods and services for the industries supplying the hotel and restaurant trade.

The show is being organized by the Exhibition Park Association (Verein Ausstellungspark Muenchen e.V.), 8 Muenchen 12, 13 Theresienhoehe, with the cooperation of the DEHOGA (German Hotel and Restaurant Association of Bad Godesberg).

Construction industry show to take place in Chicago

Over 70,000 construction industry leaders from 70 countries will meet in Chicago next winter to explore aspects of world trade and its effect on the heavy construction industry.

The occasion will be the first International Construction Equipment Exposition (ICEE), scheduled at the Navy Pier Feb. 23-March 1, 1963. Participants will include both private and government construction industry leaders.

The ICEE hopes that its show will increase foreign markets for U.S. manufacturers.

Congress on plastics to be held in Vienna

A 3-day congress on plastics, expected to draw participants from many foreign countries, will be held next April in Vienna.

Theme of the congress will be "Uses of Plastics Materials—Today and Tomorrow." Individual lectures and discussions on various aspects of the industry are planned, including the use of plastics materials in the building industry, plastics materials in packaging, and production control.

The Institute for Economic Development of the Austrian Chamber of Commerce, in cooperation with the Working Association of the Austrian Plastics Industry, is arranging the April 17-19 congress.

Interested persons or firms may obtain further information from the Wirtschaftsfoerderungsinstitut der Bundeskammer der gewerblichen Wirtschaft, Hoher Markt 3, Vienna I, Austria.

Spring Fair in Utrecht to take place in March

Some 25 to 30 leading U.S. companies plan to participate in the International Spring Fair at Utrecht, the Netherlands, March 11-19, 1963.

The event will concentrate on capital goods, particularly in the shipbuilding, shipping, electrical engineering, general machinery, metalworking, hydraulic and pneumatic machinery industries.

Thousands of businessmen from all over the world are expected to attend.

Further information is available from the Netherlands Consulate General, Commercial Division, 10 Rockefeller Plaza, New York 20, N.Y.

Alarm signaling devices to be exhibited in UAR

U.S. manufacturers of alarm signaling devices have been invited to participate in an exhibition in Cairo, UAR. The date has not been set yet for the event.

Interested U.S. firms are asked to send a descriptive catalogue and a price list to Lt. Gen. Hussein Said, Director General, Public Security Administration, Criminal Investigation Administration, Ministry of the Interior, Cairo, UAR.

U. S. Government Actions

2 Britons and their firm lose U.S. export rights

Accused of shipping ingredient for synthetic rubber to Russia

The Commerce Department's Bureau of International Commerce has temporarily denied all U.S. export privileges to 2 British businessmen and their import-export firm pending conclusion of an investigation into their alleged illegal transshipment of U.S. goods to the Soviet Union.

Named in the Bureau's denial order are Leopold Charles and Co. Ltd. (also known as Charles Leopold and Co. Ltd.), Charles Lefton, director of the firm, and P. Dorling, an employee of the company, all of London, England.

The Bureau said that in the spring of 1962 the Leopold Charles firm ordered chemicals from a U.S. supplier, including three tons of lauryl mercaptan (used in the manufacture of synthetic rubber). Leopold Charles gave written assurance that the goods were for a West European destination. Despite its representations and in the face of notices on the shipping documents that the goods could not lawfully be sent to Soviet bloc destinations, Leopold Charles caused the chemicals to be transshipped to the Soviet Union without the required authorization of the Bureau of International Commerce.

Lasts 90 days

The denial order was entered to prevent the company from obtaining other U.S. goods for possible unlawful transshipment. It is effective for 90 days beginning December 10 and can be extended to further protect the public interest until the Bureau's investigation and administrative proceedings are completed.

The denial order prohibits the named individuals and company, and all persons and firms related to them from ordering, buying, recieving, or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no other person or firm may deal with them or on their behalf with respect to such goods.

U.S., Germany grant Bolivia $1 million in technical aid

Bolivia, the Federal Republic of Germany, the U.S. Agency for International Development (AID) and the Inter-American Development Bank (IDB) signed a multilateral agreement on November 20 to provide $1 million in technical assistance grants to Bolivia for specific project studies and technicians' training. The joint effort falls within the framework of the Alliance for Progress.

The Governments of Germany and the U.S. will each provide $400,000. Bolivia will contribute the equivalent of $50,000, and IDB will furnish $150,000.

The program aims at making available to the Bolivian Government its own advisory and independent body to assist in the prompt execution of certain concrete projects within the National Plan for Economic and Social Development. It will include the preparation of studies needed to submit specific applications for external financing from other governments and international financial institutions.

A team of 12 engineers with a wide range of specialties will go to Bolivia to prepare studies, plans and specifications for definite projects including irrigation, water supply, electric power, and transportation.

The Inter-American Bank and AID announced in July that they had agreed in principle to provide $80 million in new assistance to Bolivia, subject to the presentation of specific projects.

Procurement from $22 million Dominican grant to be in U.S.

The Agency for International Development (AID) has granted $22.75 million to the Dominican Republic under the Alliance for Progress to assist in carrying out economic and social development projects for the economic rehabilitation of the country.

Procurement of equipment with these funds will be limited to U.S. suppliers.

The grant was made in recognition of Dominican efforts to establish a viable, democratic state after 3 decades of dictatorship. The action was also intended to demonstrate the sympathy and strong support of the American people for the objectives of mutual cooperation and advancement embodied in the Alliance for Progress.

Commerce sets Jan. 15 meeting on walnut logs

Winding up study of plea for export restrictions

The Department of Commerce has set January 15 for the final meeting for presentation of views on placing export restrictions on black walnut logs under the short supply provisions of the Export Control Act of 1949. The meeting will be held at 2:30 p.m. in Room 4817 of the Department of Commerce Building in Washington.

At a September 12 meeting the Committee of American Log Exporters was granted 60 days to submit additional evidence regarding their opposition to controls. This presentation has now been received, as have views solicited by the Department in October from others desiring to present evidence.

In order to establish restrictions on exports of walnut logs, the Department must determine that veneer-quality black walnut logs are in short supply, and that export controls are necessary to protect the domestic emonomy from the excessive drain of such logs and to reduce the inflationary impact of abnormal foreign demand.

The meeting on January 15 will be open to anyone desiring to present information on basic aspects of the situation.

Anyone wishing to present such information without attending the meeting may submit it in writing, addressed to Daniel L. Goldy, Administrator, BDSA, Department of Commerce, Washington 25, D.C. Written views received before the meeting will be given the same consideration as if presented at the meeting.

Yugoslavs to buy almost $100 million in PL 480 goods

Agreement has been reached between the U.S. and Yugoslavia for the sale of the following surplus U.S. agricultural commodities under Title I of Public Law 480: 44 million bushels of wheat valued at $77.1 million, and 66 million pounds of cottonseed/soybean oil worth $6.3 million. Costs of ocean transportation, which are estimated at $8.7 million, will be borne by Yugoslavia.

Turkey's 5-year development plan ready for 1963 launching as draft of first-year program is released

Combined public-private outlay expected to be $1.1 billion, stressing factory, farm, housing, transport, communications

Turkey's State Planning Organization has completed a draft development program for 1963, the first year in which the recently-approved 5-Year Development Plan becomes effective. This implementation plan, calling for a total public and private outlay of £9.513 billion (about $1.1 billion), is expected to get the 5-Year Plan under way beginning January 1963.

According to the draft program as reported by the Turkish press, sectors receiving the greatest emphasis are:

Manufacturing: The equivalent of $241 million will be invested in various industries with emphasis on iron, steel and metallurgy, and the food and machinery industries.

Housing: $232 million is allocated, including $10 million in the public sector.

Transportation and Communications: A total of $144 million will be invested in railways, highways, ports and quays, and communications, of which $141 million will be public sector.

Agriculture: Of $144 million allocated, $104 million will be invested by the public sector. The outlay will be used for irrigation, soil improvement, agricultural equipment and tractor procurement, forestry, and animal husbandry.

Other areas for investment during the first year are power, $78 million; school construction, $73 million; services, $65 million; mining, $51 million; health, $22 million; and tourism, $16 million.

Pakistan: bank deposits

Pakistan has exempted foreign banks doing business in the country, for one year beginning Dec. 7, 1962, from a provision in the recently enacted Banking Companies Ordinance which stipulated that they keep a deposit with the State Bank of Pakistan.

This provision requires foreign banks to bring in and maintain with the State Bank of Pakistan 5% of their total demand and time liabilities or $420,000, whichever is higher. While Pakistani banks are liable to a deposit requirement under the Ordinance, the amounts are smaller and may be made in local currency rather than in foreign exchange as in the case of foreign institutions. (See *International Commerce*, July 23, 1962, p. 33.)

Nicaragua repeals tax on traveling salesmen

Nicaragua has repealed as of Oct. 18, 1962 the 300-cordoba ($43) tax on traveling salesmen entering the country, according to the U.S. Embassy in Managua. The tax, originally imposed February 1961 (FOREIGN COMMERCE WEEKLY, Apr. 3, 1961, p. 13), was repealed because it did not produce sufficient revenue and had a negative psychological effect on visiting salesmen.

Salesmen are still subject to a 2% tax on all sales made in the country.

Colombia permits importation of 'essentials'

The total prohibition of imports imposed by Colombia on November 8 (INTERNATIONAL COMMERCE, December 3, p. 40), has been partially eased by Decree 3054 of November 19, permitting limited imports of essential products, the U.S. Embassy in Bogota reports.

Article 1 of Decree 3054 provides that the National Superintendency of Imports will approve on a non-reimbursable basis imports of (1) merchandise urgently needed to take care of exceptional health requirements or needed to maintain normal economic activity, and (2) popular products or raw materials for them.

Article 2 provides that importers complying with Article 1 may apply within 60 days after registering the import to change the registration to a reimbursable import and purchase certificates of exchange.

Congress to act

Essential imports are being allowed entry while Congress considers economic and fiscal legislation.

Before November 8 the official rate of exchange in Colombia was 6.70 pesos per dollar. On November 19 the exchange rate was tentatively set at 9 pesos to the dollar pending National Assembly approval.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

JORDAN—Arab Pharmaceutical Manufacturing Co., P.O. Box 208, Amman, Jordan, signs agreement with Evans Medical Service Co., United Kingdom, for planning and supervisory services for proposed factory in Amman. Tenders for purchase of equipment on an international basis to be issued about March 1963. Interested American firms should send detailed brochures on pharmaceutical machinery and raw materials to above address.

PAKISTAN—Department of Investment Promotion and Supplies issues circular notices furnishing details on award of various tenders. Following are available on loan basis: Tenders VA-3/AID/408/66703/H/62/64; VA-3/AID/408/66703/K/62/54; VA-3/AID/408/66703/N/62/63; VA-3/AID/406/66571/A/62/58.

Tariff negotiation, merchandise origin rules adopted by recent LAFTA Mexico City conference

Member nations required to exchange lists of concessions sought from or offered by others; procedure to be under executive body

Resolutions to provide standards for determining merchandise origin for tariff purposes, govern future tariff negotiations, and coordinate the economic policies of member countries were adopted by the second annual conference of the Contracting Parties of the Latin American Free Trade Association (LAFTA), concluded in Mexico City on November 21.

Member nations will be required to exchange lists of concessions requested from others before June 30 and the lists of concessions offered before August 15 of each year. The exchange of these lists will be supervised by LAFTA's Permanent Executive Committee. Supplementary negotiations on important commodities must be open to participation by all LAFTA countries, and non-participating members must be informed of the results of negotiations.

Place of origin

Means of determining country of origin include: (1) establishment of a list of products in terms of LAFTA customs classifications; (2) adoption of a system of declarations by producers and certification of origin by an acceptable organization, such as a Chamber of Commerce; and, (3) criteria requiring that considerations must include the place of production or extraction, raw materials used, process of elaboration, and the ratio of the value of imported components to the total value of the product. Under a special provision, copper shipped to third countries for processing may be considered a zonal product upon reshipment to the LAFTA area for a period of 1 year, renewable for 3 more years.

Other resolutions provide that concessions on a national list must result in a margin of preference for imports from the zone as compared with third countries, and that the value of concessions may not be impaired (e.g., by extending a concession to imports from third countries).

The conference recommended that a meeting be held in March, 1963, in Lima, Peru, to prepare economic development plans for the next 5 years, and authorized the Permanent Executive Committee to promote meetings of representatives of industries offering the greatest possibilities for LAFTA trade development. A meeting of Central Bank representatives, proposed for the second quarter of 1963, will consider a plan for financing LAFTA exports.

> Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Third conference

The third annual meeting of the LAFTA signatories is scheduled to be held in Montevideo Oct. 1—Nov. 5, 1963. The Executive Committee is authorized to invite all Latin American countries eligible for LAFTA membership to send observers to technical meetings and take steps towards eventual membership.

The Conference accepted the resignation of Romulo B. Almeida, of Brazil, as Executive Secretary of the Permanent Executive Committee, and designated Alberto Sola, of Argentina, to succeed him. Dr. Gustavo Margarinos, of Uruguay, was named Deputy Executive Secretary.

Earlier announcements of the establishment and organization of LAFTA appeared in FOREIGN COMMERCE WEEKLY, Apr. 11, 1960, and Jan. 1 and July 10, 1961.

'Heavy' Finnmark due to start circulating Jan. 1

A new "heavy" Finnmark—equal to 100 present Finnmarks—will be introduced on January 1. Official value of the new Finnmark will be $0.3125 (present official value: $0.003125).

Because the name of the new unit will remain "Finnmark" or "mark," a term will be needed to distinguish the old unit from the new. Finnish legislation provides that if required for clarity the old unit will be called "old mark" (in Finnish "vanha markka," abbr. "vmk," and in Swedish "gammal mark," abbr. "gmk"). The new unit will officially be called "new mark" (in Finnish "nykymarkka" and in Swedish "nymark," both abbr. "nmk").

Old notes and coins still in circulation after January 1 will remain valid, but reduced in value to 1/100 of the face amount.

Since paper currency normally is withdrawn from circulation rapidly, banking authorities believe dual circulation of new and old currency will be brief.

The action, as announced earlier, was noted in FOREIGN COMMERCE WEEKLY, May 28, 1962, p. 989.

Britain gives green light to Nyasaland break-away

Possible creation of a new nation with new markets is seen by observers as a result of the recent announcement in the House of Commons that Britain will allow Nyasaland to secede from the 9-year-old Central African Federation (Nyasaland, Northern Rhodesia and Southern Rhodesia).

In making the announcement, British Deputy Prime Minister R. A. Butler noted that Nyasaland's departure would not break the tie between Northern and Southern Rhodesia, Nyasaland's wealthier neighbors. He said he would go to Central Africa to confer on means of helping the 3 states to preserve "the very real advantages" of economic association.

TAIWAN TOURISTS UP 20%

A total of 32,489 tourists visited Taiwan in the first 8 months of 1962, a 20% increase over the corresponding 1961 period. The total comprised 27,813 foreign and 4,673 overseas Chinese visitors.

Development of Thai industry urged

Joint-venture projects exist in water pumps, electrical cable, appliances, hand tools, diesel engines, furniture, wood products

Varied industry development projects exist in Thailand—from the manufacture of electrical wire and cable to water pumps and furniture.

A joint Department of Commerce-Agency for International Development pilot project for private investment promotion was described in INTERNATIONAL COMMERCE for September 24, pp. 22-3. Industries recommended for initial promotion under the project were heavy hand tools, furniture and wood products and diesel and gasoline engines.

Although the opportunity for water pump manufacture was recognized, promotion of joint ventures in this industry was deferred pending completion of a feasibility study.

Water pump production. Thai interest in the manufacture of water pumps emphasizes the desirability of adding this industry to the pilot project. It is hoped that interested American investors will be able to utilize the feasibility report, when available, as a background for their own investigations.

Thailand imports about $1 million worth of water pumps a year and about 30% are types used in homes and light industries. U.S. manufacturers provide only a small share of the market for these small- and medium-sized pumps.

As municipal water systems improve, it is expected that there will be a reduced household need for pumps, but this should have little effect on the total market. It is anticipated that an investor could expand his facilities to produce related plumbing items such as valves and sprinklers.

All raw materials would have to be imported or it might be preferable to import finished parts for local assembly. In either case, the relatively low cost of local labor should permit production of competitively priced pumps.

It is expected that local investment capital would be available for a joint venture—in the neighborhood of $100,000 to $150,000—provided some imported parts are used. Because of possible competition, it would be advisable for the prospective investor to seek promotion privileges from Thailand's Board of Investment.

Interested American firms should write the Office of International Investment, Code 3-3561-3, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Other openings

In addition to the industries selected for joint-venture promotion, a number of specific investment opportunities have been proposed by Thai and American businessmen.

An article describing an opportunity in the air-conditioning and refrigeration equipment manufacturing business was published in the December 17 issue of INTERNATIONAL COMMERCE, p. 20.

Wire, cable project. In another proposal, a Thai electrical engineering firm asks financial assistance and technical know-how to manufacture electrical wire, cable and related products.

This newly established firm proposes a joint-venture and licensing arrangement to further expand buildings and equipment for the reduction of ingots to drawn wire. An investment of about $500,000 is sought, however, a minimum of $250,000 would be considered.

Buildings and facilities are said to be modern and complete and sufficient space is available for further expansion.

The American investor is asked to provide raw materials, machinery and know-how to manufacture electrical wire, cable, small motors, transformers and other related equipment. It is anticipated that demand for wire products will increase appreciably in the next 2 years.

Additional details are available from the Office of International Investment, Code 3-3357-1, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Aluminum blind license; ask Ecuador agency

A license to manufacture an American line of aluminum blinds in Ecuador is sought by a businesswoman there.

An exclusive agency agreement is also proposed.

Offers should include the price of machinery required for the project. About $6,000 is available for investment in the project.

Write to Magdalena Contreras Torres, P.O. Box 2372, Quito, Ecuador.

Pharmaceutical packing plant venture opens

A large Moroccan pharmaceutical importer is looking for a joint venture with an American pharmaceutical company.

It asks a capital investment and technical know-how for a plant in Tetúan to pack vitamin capsules and possibly other products.

The firm proposes to import vitamins and gelatin capsules in bulk and pack capsules in Morocco. Sales would be handled through its organization. If the market warrants, the plant could be expanded to produce the capsules and, ultimately, the raw vitamins.

The potential investor is asked to supply half the required capital—about $200,000—for the plant, a technician to supervise installation and production, and permit use of its trademark.

The Moroccan firm offers to provide the remaining half of the capital required and use of its sales organization for marketing.

Write to UNIFARMA, S.A., 5 General Aranda, Tetúan, Morocco.

Air-taxi service plans to expand in Angola area

$700,000 capital asked; freight, warehousing units also planned

An air-taxi service in Angola seeks a $700,000 U.S. capital investment to expand its fleet and its activities and offers a partnership arrangement in exchange.

American capital would be used to purchase aircraft to expand air-taxi service and add a small air-freight capacity.

Installation of cold-storage warehousing both in Luanda and southern Angola is also proposed to facilitate the transport of foodstuffs between these areas.

Expansion of the firm's commercial facilities also is planned to provide for sales representation both within and outside Angola and to handle the import and distribution of aircraft, aircraft engines and spare parts.

The firm reportedly has Provincial Government approval to operate exclusively over much of Angola. Its annual business is estimated at $84,000.

Additional information is available on loan from the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. Interested investors should write to Aero Taxis de Angola, Lda. (ATA), Caixa Postal 3205, Luanda, Angola, Portuguese West Africa.

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Construction of dam planned in Nigeria

The Federal Government of Nigeria has given notice to potential bidders for the construction of contract of the Kainji development on the Niger River that they should supply information about their firms or consortia by Feb. 1.

This project is the largest single element in the current Nigerian Development Plan.

The main works contract, including certain items previously designated as preliminary works, will comprise the following: Access road and bridges, construction camp for up to 15,000 persons, cofferdams, concrete gravity dam and power station with initial capacity of 320 mw., rock and earth fill dams, and navigation locks and river improvements.

Separate tenders will be called for the supply and erection of certain major items of mechanical and electrical equipment such as turbines and generators.

Bidders should supply details of their legal and financial status, plant, technical personnel, and comparable work to the Secretary, Niger Dams Project, Private Mail Bag 12605, 82/86 Broad St., Lagos; and Niger Dams Project Consultants Office, P.O. Box 1288, Lagos.

Further details of the construction project and additional bidding instructions are available from the Building Materials & Construction Industries Division, BDSA 306, Room 4002, Department of Commerce, Washington 25, D.C.

United Arab Republic seeks engineering services

The United Arab Republic invites offers of technical services in connection with exploitation of the Nile Valley phosphate ore deposits.

Phosphate deposits have been discovered 700 km. south of Cairo, on both sides of the Nile. Preliminary estimates indicate deposits of about 70 million tons of phosphate ores of various analysis.

Offers, accompanied by a provisional deposit of 2% of the proposal's value, should reach the General Organization for Executing the 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, by noon Feb. 15.

A copy of the invitation, containing a description of the technical studies required, terms and conditions of contract, as well as information on the area of the phosphate deposits, with drawings, is available on loan from the Commodity Export Promotion Staff, BDSA, Room 4317, Department of Commerce, Washington 25, D.C.

Australia plans construction of coal-handling plant

The Electricity Commission of New South Wales is planning to add a coal-hauling plant for Nos. 1 and 2 units, Munmorah Power Station.

Specification 1345 and plans are available on a short loan basis to firms located in the U.S. from the General Industrial Equipment & Components Division, BDSA, Room 4020, Department of Commerce, Washington 25, D.C.

Further copies are available at the office of the Electricity Commission of New South Wales, Kelvin House, 15 Castlereagh St., (P.O. Box 5257, G.P.O.), Sydney, N.S.W., for $2.25 (A10) a set, refundable on receipt of a bona fide tender, price including postage.

Copies are also available for perusal at the office of the Commissioner for New South Wales, 680 Fifth Ave, New York, N.Y.

Value of the contract is estimated at $1 million or more, and bid deadline is 3 p.m. Mar. 11.

Argentina invites bids for housing construction

An Argentinian private cooperative society that finances housing is inviting bids for the construction of 2,130 single-family houses and 21 multifamily apartment units in several cities in Argentina.

Both prefabricated and conventional construction systems may be offered by builders, prefabrication preferred for houses and conventional construction for multiunit buildings, which will contain 25 to 35 apartments with living room, 2 or 3 bedrooms, bathroom, kitchen, and covered patio.

Each apartment will be from 50 to 100 sq. m. (roughly 540 to 1,080 sq. ft.) in size; houses will be of equivalent size or larger.

Bids must be submitted by 10 a.m. Jan. 30 to "Vivienda Social Argentina," Sociedad Cooperative Limitada, Avda. Corrientes 2063, Oficina 19, Buenos Aires, from whom conditions for bidding and general information are available free.

Passenger, freight car hardware wanted for Burma railways

Tender 533/394/L., issued by the Office of the Controller of Stores, Burma Railways, Botataung, Rangoon, is calling for sealed bids on about 4,000 pieces of various types of hardware for railroad freight and passenger cars manufactured from mild steel.

Prices are to be quoted f.o.b. from a U.S. port, payment to be made by the Burmese Embassy in the U.S.

Bid deadline is Jan. 31.

Tender documents and drawings may be reviewed in the Transportation Equipment Division, BDSA, Room 4320, Department of Commerce, Washington 25, D.C.

Machinery, accessories wanted for Chilean slaughterhouse

Chile is requesting bids by about Mar. 5 for the supply of machinery and accessories for a slaughterhouse in Rancagua.

Bids should be submitted to the Corporacion de Fomento de la Produccion (Corporation for the Advancement of Production) Calle Estado 337, entrepiso, Santiago.

Specifications in Spanish are available on loan to firms in the U.S. from the General Industrial Equipment & Components Division, BDSA, Room 4020, Department of Commerce, Washington 25, D.C.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated November unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Advertising Media—Iran, December 1962.
Advertising Media—Uruguay, December 1962.
Dental Supply Houses—Malaya, December 1962.
Dental Supply Houses—Peru, December 1962.
Dry Goods and Clothing Importers and Dealers—New Zealand.
Fruit and Nut Importers, Dealers and Exporters—India.
Hardware Importers and Dealers—Mexico.
Metallurgical and Metalworking Plants—Italy.
Oil (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners, and Exporters—Netherlands Antilles.
Petroleum Product Importers, Dealers, Producers and Refiners—Denmark.
Petroleum Product Importers, Dealers, Producers and Refiners—Haiti.
Photographic Supply Dealers and Photographers—Thailand.
Plastic Material Importers and Dealers—Federal Republic of Germany and West Berlin.
Plastic Material Importers, Dealers and Manufacturers—Thailand.
Provision Importers and Dealers—Netherlands Antilles.
Rubber Good Manufacturers—Guatemala.
Tanneries—Chile.
Tanneries—Denmark.
Tobacco and Tobacco Product Importers, Dealers and Manufacturers—Costa Rica.
Tobacco and Tobacco Product Importers, Dealers and Manufacturers—Panama.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD **indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

011 Field Crop Farm Products

Italy

★★ Established agent seeks cotton account. Lanifici Rivetti S.p.a., Biella (Vercelli). I.R.-152.

196 Small Arms Ammunition

Italy

★★ Manufacturer of powder, ammunition seeks U.S. cartridge account for 12/28 caliber hunting guns. Fiem-Fabbrica Italiana di Esplosivi e Munizioni, Via Aniello Falcone 290A. I.R.-138.

200 Food, Kindred Products

Spain

★★ All types of canned foods, beer. Direct purchase for distribution. Sixto Ayora Cortes, Cuba 8 y 10, Valencia. I.R.-153.

201 Meat Products

Italy

★★ Frozen dressed poultry. E.R.G.A. S.r.l.-Esercizi Romani Generi Alimentari, 60 Via Magnagrecia, Rome. NCIA. I.R.-41.

203 Canning, Preserving Fruits, Vegetables, Seafood

Burma

Baby food products. Welfare Stores (importer, wholesaler, retailer, sales, indent, commission agent), 529 Maha Bandoola St., Rangoon. WTD 12/5/62.

Italy

★★ Canned, packaged, frozen foods. Mrs. Eleanor Hilowitz, 55 Viale Parioli, Rome. NCIA. I.R.-35

204 Grain Mill Products

France

Cattle feeding products. Direct purchase and agency. SPCI-Société de Produits Chimiques Industriels (manufacturer), 43 rue Cristino Garcia, La Plaine-St-Denis (Seine). WTD 6/6/62.

Niger

Soft wheat, 250-300 tons monthly; less than 2% foreign matter producing 79.69% flour; packed in sacks of 100 kilos. Adib E. Tabet, Minoterie Nigerienne SICN (Société Industrielle Commerciale Nigerienne) (manufacturer), B.P. 528, Niamey. Interested companies requested to forward proposals to Food Industries Division, BDSA 309, Department of Commerce, Washington 25, D.C., where offers will be held pending Tabet's arrival in U.S.

Spain

★★Animal feeds, agricultural seeds. Materias Quimicas Farmaceuticas S.C., Jose Antonio 45, Madrid. WTD 7/31/61. I.R.-90.

208 Beverage Industry Products

Spain

★★Bourbon whiskey, top grade, straight and blended. Agency only. Compañia Exportadora Española S.A., Ramblas 109, Barcelona. I.R.-215.

★★ Alcoholic beverages such as wines, whiskeys, liqueurs. Exclusive distributor. Comerica S.L., Eduardo Dato 19, Madrid. WTD 9/14/61. I.R.-20

209 Food Preparations, Related Products

Spain

★★ Soya metal, defatted milk powder; approx. 36 shiploads per year. Fernando R. Goddin, Zurbano 66, Madrid. WTD 5/23/61. I.R.-86.

★★ Luxury food products, candy. Comerica S.L., Eduardo Dato 19, Madrid. WTD 9/14/61. I.R.-20.

★★ Fats, tallows, oils. Sabino Inchaurza S.A., Zorilla 29, Madrid. I.R.-10.

221 Broad Woven Fabric Mill Products, Cotton

Japan

★★ Cotton tablecloths, napkins for restaurant, institutional use. Agency. Kaneyo & Co., Ltd., Shimosono-cho, Naka-ku, Nagoya. NCIA. I.R.-55.

229 Miscellaneous Textile Goods

Italy

★★ Linen napkins, tablecloths. Dr. Nino Pavia, 24 Via Paola, Rome. NCIA. I.R.-28.

Japan

★★ Wishes to have agency for American lace manufacturer leading possibly to licensing or joint venture. N. Nomura & Co., Ltd., 33, 2-chome, Minamihon-machi, Higashi-ku, Osaka. NCIA. I.R.-38.★

Spain

★★ Textile waste, poor cotton. Rochmar S.A., Curtidores 14-24, Barcelona. I.R.-223.

★★ Textile waste. Ruperto Busto, Paris 143, Barcelona. WTD 9/21/59. I.R.-34.

230 Apparel

Spain

★★ Used clothing of all types. Rochmar S.A., Curtidores 14-24, Barcelona. I.R.-223.

232 Men's, Youths', Boys' Furnishings, Work Clothing

Spain

★★ Work clothes. Lazaro Perez Ayuso, Embajadores 5, Madrid. I.R.-41.

234 Women's, Misses', Children's, Infants' Undergarments

Japan

★★ Women's, infants' wear, undergarments. Onoda Trading Co., 3, 5-chome, Ginza Nishi, Chuo-ku, Tokyo. NCIA. I.R.-85.

239 Miscellaneous Fabricated Textile Products

Bahrain

Pillows, cushions of feathers, foam rubber. Asia Trading Co. (importer, retailer, wholesaler, commission agent), P.O. Box 394, Manama. WTD 12/4/62.

Japan

★★ Seeks agency for U.S. machine embroidery. N. Nomura & Co., Ltd., 33, 2-chome, Minamihon-machi, Higashi-ku, Osaka. NCIA. I.R.-38.★

240 Lumber, Wood Products

Bahrain

Wood products: timber, lumber, plywood. Asia Trading Co. (importer, retailer, wholesaler, commission agent), P.O. Box 394, Manama. WTD 12/4/62.

242 Sawmill, Planing Mill Products

Germany

Pitch pine, red pine, red wood 1" x 3" width and more x 2' length and more that can be artificially or naturally dried. Direct purchase and agency. Fried. Theissing, Parkettfabrik (importer, wholesaler, manufacturer), 58-68 Am Mittelhafen, 44 Muenster/W. WTD 11/29/62.

Italy

★★ Various woods for home, furniture use. (1) Cille (2) Del Vera, Via Cellini, Trieste. NCIA. I.R.-23.

Spain

★★ Fine woods of all types for use in furniture. Jose Ucha De Castro, Dulcinea 49, Madrid. NCIA. I.R.-269.

★★ Lumber: resinous, nonresinous. Compañia General De Carbones S.A., Claudio Coello 65, Madrid. I.R.-253.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood

Germany

Portable, movable acoustic partition walls that can be quickly dismounted, assembled to enlarge or reduce size of halls, rooms; acoustical ceiling tiles. Direct purchase and agency. Fried. Theissing, Parkettfabrik (importer, wholesaler, manufacturer), 58-68 Am Mittelhafen, 44 Muenster/W. WTD 11/29/62.

251 Household Furniture

Bahrain

Household furniture, mattresses. Asia Trading Co. (importer, retailer, wholesaler, commission agent), P.O. Box 394, Manama. WTD 12/4/62.

252 Office Furniture

Bahrain

Steel, wooden office furniture. Asia Trading Co. (importer, retailer, wholesaler, commission agent), P.O. Box 394, Manama. WTD 12/4/62.

259 Miscellaneous Furniture and Fixtures

Bermuda

Aluminum venetian blinds. Ll. Newton Butterfield Construction Co. (importing distributor, manufacturer, commission merchant), Hamilton. WTD 1/23/62.

260 Paper, Related Products

France

Paper, cardboard, all kinds; paper, cardboard articles such as boxes, bags; requests replies in French. Direct purchase and agency. S.A. Havey & Cie. (manufacturer, importer, dealer), 158 rue Jean Jaures, Croix (Nord).

264 Converted Paper, Paperboard Products

France

Wrapping paper; requests replies in French. Direct purchase and agency. Consortium National du Papier (dealer), 3 rue de Vienne, Paris 8e.

Office, school supplies; requests replies in French. Direct purchase and agency. Ets. Arpa (importer, wholesaler), 55 rue des Petites Ecuries, Paris 10e.

Office supplies; requests replies in French. Direct purchase and agency. Omnium National de Controle (importer, dealer), 51 rue de Provence, Paris 9e. U.S. representative: Standard Johnson Co., 371-73 Pacific St., Brooklyn 17, N.Y.

Spain

★★ Paper, jute, cotton bags. Agency only. Francisco Miliam Serrano, Camino Barcelona 103, Valencia. I.R.-163.

★★ Pressure sensitive, other industrial tape. Agency only. Laboratories Verkos, Cervantes 3, Zaragoza. I.R.-117.

266 Building Paper, Building Board Mill Products

Bahrain

Plasterboard. Asia Trading Co. (importer, retailer, wholesaler, commission agent), P.O. Box 394, Manama. WTD 12/4/62.

Germany

Acoustical ceilings of paperboard, fiberboard. Direct purchase and agency. Fried. Theissing, Parkettfabrik (importer, wholesaler, manufacturer), 58-68 Am Mittelhafen, 44 Muenster/W. WTD 11/29/62.

272 Periodicals: Publishing; Publishing, Printing

Spain

★★ Books, magazines. Direct distributor. Union Distribuidora De Ediciones, San Miguel 14, Zaragoza. I.R.-209.

273 Books

Spain

★★ Children's books for translation into Spanish, on royalty basis. Ediciones Betis, Calle de Bot, 4 bis, Barcelona. I.R.-226.

280 Chemicals, Related Products

France

Chemical products: Solvents, plasticizers, organic synthetic intermediaries, intermediaries for coloring products and insecticides, coal and petroleum derived products, plastics; pharmaceutical products in bulk, such as vitamins, antibiotics, hormones, sulfamides. Direct purchase and agency. SPCI-Société de Produits Chimiques Industriels (manufacturer), 43 rue Cristino Garcia, La Plaine-St-Denis (Seine). WTD 6/6/62.

281 Dyes, Pigments

Pakistan

■ Chemical, pigments, dry colors. Loan 53; U.S. source. IL204836. Credit amount $5,250. Bid deadline Jan. 5. Amir Printing Ink Factory, Noor Jahan St., Shahdara, Lahore. Cable: INKPRINT, Lahore.★

Spain

★★ Interested in representing producers of polyethylene, polystyrene (impact types), polypropylene resin, melamine (resin), polyvinyl chloride (resin). Nexport (Norte Europa Exportación, S.A.), Aragón 376, Barcelona. WTD 4/4/62. I.R.-256.

★★ Chemical products for following industries: plastics, food processing, metallurgical, textile. Exclusive distributor. Laquimsa, San Juan 1, 3, y 5, San Adrián de Besós, Barcelona. NCIA. I.R.-127.

★★ Brake fluid. Distributor. Tavisa (Talleres Villar S.A.), La Ripa 3, Zaragoza. I.R.-103.

282 Plastics Materials

Japan

★★ Trading co. seeks plastic scrap. Nippon Precision Machinery Co., Ltd., 1-chome, Koyama-cho, Nakagawa-ku, Nagoya. NCIA. I.R.-50.

Spain

★★ Polyethylene, chemicals used in petroleum industry. Agency only. Medir, Ferrer y Co., Via Layetana 23, entlo. A., Barcelona. WTD 8/28/61. I.R.-38.

★★ Raw material (scrap) for manufacture of plexiglass, lucite type. Vicente Del Castillo Garcia "Irpen," Av. José Antonio 814, Barcelona. I.R.-237.

★★ Reprocessed polyeth resins, off-grade resins, reprocessed PVC for extrusion. Agency only. A. Winterhalder, Villarroel 126, Barcelona. NCIA. I.R.-234.

★★ All types of acetate, butyrate, acrylics, polyethylene (new plastics). Manufex S.A., Játiva 15, Valencia. WTD 7/21/60. I.R.-149.

283 Pharmaceutical Preparations

Italy

★★ Pharmaceuticals. Agency. Mastrobuono Bros. & Dr. S. A. Salzillo, Via Roma, Raviscanina (Caserta). NCIA. I.R.-47.

★★ Pharmaceutical manufacturer seeks additional items to expand line. Laboratorio Camillo Corvi, Piazza della Republica 32, Milan. I.R.-76.

Pakistan

■ Pharmaceutical, medicinal preparations. Loan 53; U.S. source. S/A RM 035850. Credit amount $7,035. Bid deadline Jan. 19. Carr & Co., Ltd., Badri Bldg., McLeod Rd., Karachi. Cable: CARRBISKIT.★

■ Pharmaceutical, medicinal preparations. Loan 53; U.S. source. IL 107841. Credit amount $6,300. Bid deadline Jan. 4. Crescent Medical Hall, Nehr Bazar, Tandianwala, District Lyallpur.★

Spain

★★ Drug products in baby formula line. Distributor. Laboratorios Instituto Ulta., Gasgón de Gotor 4, Zaragoza. I.R.-266.

★★ Pharmaceutical products. Agency only. Maria Del Rosario Vallve Miro, Mallorca 169, Barcelona. NCIA. I.R.-128.

★★ Pharmaceutical raw materials. Laboratorios Clariana, P.O. Box 2, Carlet (Valencia). I.R.-169.

★★ Pharmaceuticals. Distributor. Jose Balari Marco, Calle Bailén 95-97, Barcelona. WTD 9/19/58. I.R.-35.

★★ Pharmaceutical products. Distributor. Laboratorios Lefa., Quintilano 4, Madrid. WTD 6/12/62. I.R.-93.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

Italy

★★ Manufacturer of cosmetics seeks agency for complementary line. Laboratorio, Camillo Corvi, Piazza della Republica 32, Milan. I.R.-76.

Spain

★★ General cosmetics, Distributor. Materias Quimicas Farmaceuticas S.C., Jose Antonio 45, Madrid. WTD 7/31/61. I.R.-90.

★★ Solid cologne in tubes, 20 g.; solid deodorant in tubes, 20 g.; solid perfumes,

5 g.; solid oils in tubes, 20 g. Distributor. Jose Novejarque Baset, Azcárraga 27, Valencia. I.R.-152.

★★ Shoe, car polishes. Distributor, Kanfort S.L., Adela Balboa 3, Madrid. I.R.-83.

★★ Beauty aids, household items. Distributor. Alta Belleza, Pajaritos 31, Madrid. I.R.-81.★

★★ Medium-priced cosmetics, cleansers. Esteve Ferrer I Garriga, Rosselló 419, Barcelona. I.R.-235.

285 Paints, Varnishes, Lacquers, Enamels

Spain

★★ Paint. Agency only. Borobio y Bellido S.A., General Franco 50, Zaragoza. I.R.-186.

287 Agricultural Chemicals

Bermuda

Diazinon 20 S; warfarin; aerosol spray insecticide bombs, .5 pyrethium. Bermuda Horticultural Services, Ltd., St. John's Rd., Pembroke, or P.O. Box 444. WTD 11/28/62.

Burma

Insecticides. Welfare Stores (importer; wholesaler; retailer; sales, indent, commission agent), 529 Maha Bandoola St., Rangoon. WTD 12/5/62.

Italy

★★ Fertilizers, greenhouse equipment. Intergarden, S.r.l., 63 Via Vetulonia, Rome. WTD 12/60. I.R.-164.

Spain

★★ Basic insecticide materials. Industrias Quimicas De Tarragona S.A. y Comercial De Productos Agricolas, S.A., Demestre k4 (Tres Torres), Barcelona. I.R.-240.

289 Miscellaneous Chemical Products

France

Essential oils: Lemon, orange, mint, grapefruit, tangerine. Ets. J. & M. Monier (manufacturer), 9-11 ave. de la Liberation, Saint-Maur (Seine). WTD 8/16/62.

India

■ Industrial adhesives; electrode carbon, carbon rods; resins; Vinylite, bakelite, hercolyn; film laminate with paper backing; electrodes; duplex, tabbed duplex, film-lined, Toluol. Loan 217; U.S. source. Bid deadline Jan. 7. Shri S. S. Ayyangar, Under Secretary (AID Section), Ministry of Commerce & Industry, New Delhi.

Italy

★★ Chemicals for treating water to prolong life of cut flowers; sanitation chemicals, chemicals to resist water corrosion. Karinco S.r.l., Via Tolentino 5, Milan. I.R.-83.

Pakistan

■ Chemicals OUOP platforming catalyst; platinum, type R10 composition A1, base catalyst 0.75% platinum with fluoride, chloride added, 9,400 lb. Loan 53; U.S. source. IL 225310. Credit amount $109,033. Bid deadline Jan. 3, Pakistan Refinery, Ltd., Korangi Creek Rd., P.O. Box 4612, Karachi. Cable: REFPAKRY, Karachi.

Spain

★★ Automotive fuel additive. Distributor. Isaac Espinosa Garcia, Jorge Juan 78, Madrid. I.R.-176.

291 Petroleum Refining Products

Germany

Fuel, gas oil. Julius Wedde (importer, wholesaler), Isestr. 25, Hamburg 13.

Italy

★★ Seeks agency for oils, lubricants, additives. Alberto Gardella, via Agnello 1, Milan. I.R.-79.

Spain

★★ Greases, lubricants. Treco, S.A., Villanueva 13, Madrid. I.R.-82.

★★ Special lubricating, cutting oils; automotive oil additives. Distributor. Motriz S.L., Serrano 41, Madrid. I.R.-6.

295 Paving, Roofing Materials

Spain

★★ Asphalt, waterproofing products. Productos Asfalticos S.A., Av. de América 16, Madrid. I.R.-9.

299 Petroleum, Coal Products

Spain

★★ Semifinished petrochemical products. Agency only. Guzman S.A., Av. del Oeste 48, Valencia. WTD 10/25/59. I.R.-159.

301 Tires, Inner Tubes

Pakistan

■ Tires, tubes. Loan 53; U.S. source. IL 204866. Credit amount $10,500. Bid deadline Jan. 5. Walter Locke & Co., Ltd., P.O. Box 23, 69 The Mall, Lahore. Cable: WALTLOCKE.★

307 Miscellaneous Pastics Products

France

Floor tiles of vinyl, vinyl asbestos, rubber plastic. Cogemac, S.A. (importing distributor), "Le Meridien," Place du Centenaire, Chambery (Savoie). WTD 12/3/62.

Germany

Plastic floor coverings. Direct purchase and agency. Fried. Theissing, Parkettfabrik (importer, wholesaler, manufacturer), 58-68 Am Mittelhafen, 44 Muenster/W. WTD 11/29/62.

Spain

★★ Plastic waste. Pasper, Ramón de Campoamor 5, Valencia. I.R.-160.

311 Leather Tanning, Finishing Products

Italy

★★ Cattle, horse, goat hair. Direct purchase and agency. Armando Tuzii, Piazza Principessa Clotilde, 6, Milan. NCIA. I.R.-98.

Spain

★★ U.S. chrome finished cowhide 1½-2 mm. thick, top grain. Manufacturas Carled, San Vicente Martir 5, Zaragoza. I.R.-189.

★★ Leather, sole leather. Pedro Hernandez Luna, Palamar 4, Zaragoza. I.R.-200.

★★ Leather goods. Agency only. Industrias Moral, Cerdan 2, Zaragoza. I.R.-206.

314 Footwear

Japan

★★ Infants', children's shoes. Onoda Trading Co., 3, 5-chome, Ginza Nishi, Chuo-ku, Tokyo. NCIA. I.R.-85.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

Spain

★★ Abrasives for metal. Agency. Larroca, G.V. Fernando el Católico 4, Valencia. I.R.-141.

331 Steel Mill Products

Germany

Welded gas, water pipe, 300 metric tons monthly if possible according to German standards DIN 2439, 2448; requests c.i.f. price quotations. Loewe & Jaeger K.G. (wholesaler), 42-44 Hochfeld Str. or P.O. Box 557, Duisburg. WTD 11/19/62.

Israel

■ USS Man-Ten, or equal, silicon killed high strength steel sheets, hot rolled, rolled mill edge to chemistry C10/20, S05, max. Mn 1.10/1/65, Si .15/.35, F .045 max., Cu .20/.40, physical properties waived. Item 1, pickled and oiled, about 36,000 lb., 200 sheets, .1358 x 46-47/64 x 96-31/64; Item 2, box annealed, pickled and oiled, about 22,000 lb., 100 sheets, .1358 x 42-21/64 x 84-21/32. Loan 28; U.S. source. S/A I/L 219509. Bid deadline Jan. 10. Government of Israel Supply Mission, 850 Third Ave., New York (attention: N. Nisen). Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit, delivery desired by end of Feb., prices itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

Pakistan

■ Mild steel sheet, cold rolled, close annealed, dull finish and oiled, conforming to ASTM designation A-366-58T and/or ASTM designation A-365-58T spec., in various sizes. Loan 7; U.S. source. S/A RM 035918. Credit amount $100,716. Bid deadline Jan. 7. Kruddson, Ltd., South Ave., S.I.T.E., Karachi.★

■ Electrolytic tinplate waste or electrolytic tinplate misprints, 30 gage 20″ x 30″ or 20″ x 28″. Loan 7; U.S. source. S/A RM 039918. Credit amount $12,726. Bid deadline Jan. 7. Veximp, Ltd., 188 Loha Market, Lahore, West.

■ Steel strip for manufacturing razor blades, cold rolled, unhardened, with square edges in coils, $17,430; steel strip for manufacturing razor blades, cold rolled, unhardened with square edges in coils, $8,783. Composition for both: C 1.25%, Si 0.20%, Mn 0.35%, Ch 0.15%. Loan 7; U.S. source. S/A RM 055240, RM 055246. Bid deadline Jan. 9. Samah Razor Blades Factory, 247-48, Tejaoj Industrial Area, Dacca 8. Cable: SAMAHCO

■ Tinplate, prime coke quality, 1.25 oz. tin coating, 30 gage, sizes 18⅜ x 28″, 20 x 30″. Loan 7; U.S. source. S/A RM 036126. Credit amount $16,608. Bid deadline Jan. 11. United Tin Can Manufacturing Co., Udhawdas Tarachand Rd., Garden West, Karachi 3. Cable: TINCAN.

■ Galvanized steel plain sheets, 8′ x 3′ x 28 BG, 1.25 oz. zinc coating per sq. ft., $5,880; galvanized steel plain sheets, 8′ x 3′ x 30 BG, 1.25 oz. zinc coating per sq. ft., $5,580. Loan 7; U.S. source. Bid deadline Jan. 17. Spencer & Sons, Eduljee Dinshaw Rd., Karachi. Cable: SPINDLE.

■ Bright iron nail wire, suitable for manufacturing wire nails, industrial quality, gages 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 17, 18, 20. Loan 7; U.S. source. S/A RM 036139. Credit amount $13,571. Bid deadline Jan. 17. Tariq Industries, Behind Lakshmi Bldg., Kasur St., Karachi. Cable: WORLD HARD.

■ CRCA sheet, deep drawing quality, suitable for enameling; packed in approx. 1-ton bundle; thickness 19, 20, 22,

26, 28 and 30 G; sizes 3′ x 6′, 4′ x 6′, 4′ x 8′. Loan 7; U.S. source. S/A RM 055267. Credit amount $38,976. Bid deadline Jan. 5. Rahim Metal Industries, Ltd., 249 Tejgaon Industrial Area, Dacca. Cable: ALUMINIUM.

Spain

★★ Hot rolling mill to produce 200 tons/day up to 80 mm. outside dimension, continuous casting machine to produce 200 tons/day of low carbon steel bars up to 80 millimeters square. Laminor, S.A., Aptdo. 11, Amorebieta, Vizcaya. I.R.-121.★

★★ Coreless induction melting furnace for cast iron 50 c., 10,000 v., 700 kg. cap., 300 k.v.a. power. Talleres Florencio Gomez, S.A., Unceta 23, Zaragoza. I.R.-265.★

332 Iron, Steel Foundry Products

Spain

★★ Grain-oriented silicon steel; nonferrous copper, aluminum ingots for foundry. Exclusive agency. Cia. Castellana Continental S.A., Serrano 23, Madrid. WTD 11/28/58. I.R.-89.

334 Secondary Smelting, Refining Nonferrous Metals

Spain

★★ Metal, nonferrous scrap. Ruperto Busto, Paris 143, Barcelona. WTD 9/21/59. I.R.-34.

★★ Scrap brass, copper; nonferrous. Fundiciones y Talleres Judas S.A. (Est. 1870), Farnés 22, Hospitalet de Llobregat, Barcelona. I.R.-60.

★★ Nonferrous scrap for local processing. Exclusive agency. Richard Weill, Calle Calvet 64, Barcelona. NCIA. I.R.-132.

★★ Steel turning in bales, (3,000-5,000 tons/month). Hierros Y Metales S.A., Travesí a de Pozas 6, Madrid. NCIA. I.R.-261.

335 Rolling, Drawing, Extruding Nonferrous Metals

India

■ Seamless copper tubes, half hard temper in various sizes, wide inner ring, single row ball bearing with spherical outer race with locking collar and labyrinth caps, combined humidity and temp. recorder, electric humidistat, electric modulating type damper motor operators, suitable for operation by above humidistat, electric room thermostat, electric modulating type damper motor operators, suitable for operation by above thermostat. Loan 217; U.S. source. ILA.595139/61/AU-DW/CCI/HQ/L-II(B)/R M/D L F/ELECTRIC. Ref. 65(29)/62-AID(1). Bid deadline Jan. 17. Industrial Machinery Manufacturers Pvt., Ltd., Rohit Mills Compound, Khokhra Mehmedabad, Maninagar, Ahmedabad 8.★

Uruguay

■ Pure tin, min. purity of 99.90%, supplied in approx. 50 kg. ingots, 3,000 kg. Loan 72; worldwide. Spec. 2956. Solicitation 5250. Bid deadline Jan. 11. Administracion General de las Usinas Electricas y los Telefonos del Estado Palacio de la Luz, UTE, Paraguay 2431, Montevideo. Copies of specifications available from Uruguayan Embassy, 2362 Mass. Ave., NW., Washington 8, D.C.★

339 Primary Metal Industry Products

Spain

★★ Silicon steel sheets for transformers. transformers. Guiral Industrias Electricas, San Andres 17, Zaragoza. I.R.-109.

★★ Silicon steel sheets for transformers, Frater, Calvo Sotelo 26, Zaragoza. I.R.-98.

342 Cutlery, Handtools, General Hardware

Germany

Can openers with collapsible cutting part, 30,000-40,000; requests replies from manufacturers only. Gustav Kettel G.m.b.H. (wholesaler), 17 Lazarettstr., 43 Essen. WTD 3/2/61. Sketch available on loan from Trade Opportunities Staff, BDSA 111, Room 4319, Department of Commerce, Washington 25, D.C.★ (WO 7-4675.)

Spain

★★ Pliers, drill presses, vises, general handtools. Agency only. Manuel Alvarez Suarez, Batalla del Salado 29, Madrid. I.R.-16.

343 Heating Equipment

India

■ Complete unit of 80 hp., continental automatic boiler, cap. 2,760 lb., steam per hour from feed water 212°F, design pressure 125 P.S.I., safety valve setting 125 P.S.I., pressure control setting adjustable P.S.I., oil No. 6 or lighter, modulating fire with low fire start. Loan 217; U.S. source. ILA-596093/61/AU-DW/CCI/HQ/RM. Ref. 65(63)/62-AID(1). Bid deadline Jan. 15. Pharmed Pvt., Ltd., Pharmed House, 141 Fort St., Bombay 1.★

Italy

★★ Seeks agency for forced combustion kerosene home heaters. Ditta Baccianini, 27-a Via dell'Archetto, Rome. NCIA. I.R.-6.

★★ Agency for heating systems, plumbing supplies. Dr. L. Brafuca, Viale Beatrice D'Este 7, Milan. I.R.-84.

344 Fabricated Structural Metal Products

Bermuda

Aluminum, anodized, baked awnings for windows, doors; collapsible, expanding aluminum interior doors. L.I. Newton Butterfield Construction Co. (importing distributor, manufacturer, commisson merchant), Hamilton. WTD 1/23/62.

Ceylon

● Construction of 1 3,500-ton and 1 5,000-ton, or 1 8,000-ton welded steel vegetable oil storage tanks. Bid deadline Jan. 18. Ceylon Petroleum Corp., P.O. Box 634, 113 Galle Rd., Colombo.★ (WO 7-4242.)

Italy

★★ Adjustable scaffolding for cleaning windows, outside of high buildings. Direct purchase and agency. La Pulitutto, Via F. Filzi 27, Milan. NCIA. I.R.-106.

Spain

★★ Prefabricated elements for use in construction of office building. Fomento De Obras Y Construcciones S.A., Balmes 36, Barcelona. I.R.-231.

★★ Steel buildings. Exclusive distributor. Juan Puch Hidalgo, Reyes 13, Madrid. NCIA. I.R.-170.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

New Zealand

● Fastening devices, 1,300,000 units, including 300,000 spring clips, 700,000 screwspikes 7″, and 300,000 screwspikes, 5¾″. Tender ref. S. 62/38, bid deadline 4 p.m. Feb. 13. New Zealand Government Railways, Controller of Stores Office, Private Bag, Wellington C.1. Drawings, spec. available from New Zealand Government Senior Trade Commissioner & Commercial Counsellor, Suite 306, 1145 19th St. NW., Washington 6, D.C.

349 Miscellaneous Fabricated Metal Products

Germany

Acoustical ceilings of light aluminum plates. Direct purchase and agency. Fried. Theissing, Parkettfabrik (importer, wholesaler, manufacturer), 58-68 Am Mittelhafen, 44 Muenster/W. WTD 11/29/62.

Iraq

● Supply of pipes, fittings (mild steel, wrought steel, galvanized) wanted by Directorate General of Distribution of Oil Products, Ministry of Oil, Baghdad. Tender Tawzee/65/1962, bid deadline Jan. 6. Terms, spec. available from Administration of Oil Products, Baghdad, for $2.80 (1 Dinar) per copy, plus $.70 airmail charges.★ (WO 7-5589.)

351 Engines, Turbines

Spain

★★ Diesel marine engines, 400-800 hp. Agency. Distribuidores Mack S.A., Nunez de Balboa 3, Madrid. I.R.-7.

352 Farm Machinery, Equipment

Italy

★★ Agency for agricultural equipment for small farms—tractors, power driven diggers and the like. Motonautica Buccaneer, 15-18 Via Porto di Ripa Grande, Rome. NCIA. I.R.-17.

Japan

★★ Seeks distributorship of garden tools, mowers. Nippon Precision Machinery Co. Ltd., 1-chome, Koyama-cho, Nakagawa-ku, Nagoya. NCIA. I.R.-50.

Spain

★★ Farm machinery, Distributor. Suministros Agricolas Andres Hermanos, General Franco 124, Zaragoza. I.R.-183.

353 Construction, Mining, Materials Handling Machinery, Equipment

India

■ Electrically operated haulage winches, capable of handling 20 tons at 30° slope, 3; electrically operated haulage winch, capable of handling 30 tons; for Sabarigiri Hydro-Electric Project of Kerala State Electricity Board. Loan 34; U.S. source. Tender HEP. 35/1962. Bid deadline Feb. 13. Office of Chief Engineer, Civil, Kerala State Electricity Board, P.O. Box 21, Trivandrum 1 (South). Tender specifications available from buyer or 2536 Mass. Ave., NW., India Supply Mission, Washington 8, D.C.★

Italy

★★ Industrial lifting equipment, medium size. Motonautica Buccaneer, 15-18 Via Porto di Ripa Grande, Rome. NCIA. I.R.-17.

★★ Earthmoving equipment. Officine Meccaniche Toscane, 24 Via Giotto, Florence. NCIA. I.R.-58.

★★ Materials handling equipment, particularly fork lift trucks. Mo.Te.Ma., Via Isimbardi 22, Milan. I.R.-73.

Spain

★★ Construction machinery. Distributor. Suministros Agricolas Andres Hermanos, General Franco 124, Zaragoza. I.R.-183.

★★ Road construction, building machinery; also ship, shipbuilding machinery. Direct purchase or agency. Compañia

General De Carbones S.A., Claudio Coello 65, Madrid. I.R.-253.★

★★ Road paving equipment. Sebastian Xifre Sala, López Allué 9, Zaragoza. I.R.-115.

★★ Belt conveyors, pneumatic tubes. Yalleres Ape, Teniente Coronel Pueyo 3, Zaragoza. I.R.-107.

★★ Construction machinery such as cement mixers, cranes. Exclusive distributor. Julio Lazaro, Carretera de Madrid 47, Zaragoza. NCIA. I.R.-262.

★★ Construction equipment. Azlor S.L., Gran Via 64, Bilbao. WTD 10/8/62. I.R.-22.

★★ Chain saws, mowers, Distributor. Barreiros S.A., Alcalá 32, Madrid. I.R.-29.

354 Metalworking Machinery, Equipment

Italy

★★ Machine tools; also hot and cold die casting machines for zinc, aluminum, rubber; extruding machines for aluminum, copper, bronze. Dott. Ing. Americo Volpe, Viale Gran Sasso 16, Milan. WTD June 1962, I.R.-78.

★★ Agency for machine tools. Ditta Morini & Bossi di Morini, Amadori & C., Via M. Macchi 87, Milan. I.R.-176.

Japan

★★ Seeks agency for used machine tools. Kokoku Kikai Kogyo, Ltd., 9 Nishimatabecho, Minamiku, Nagoya, Aichi Prefecture. NCIA. I.R.-69.

★★ Manufacturer's group seeks used, rebuilt machine tools. Osaka Precision Tool Assn., No. 46, Tsukuda 4-chome, Nishiyodogawa-ku, Osaka. NCIA. I.R.-41.★

★★ Machinery importer seeks additional machine tool lines. Maruka Machinery Co., Ltd., 41, Bungo-machi, Higashi-ku, Osaka. WTD 10/60. I.R.-24.★

Spain

★★ Rebuilt, new machine tools. Comercial De Suministros Iberia, Sanclemente 7-9, Zaragoza. I.R.-114.

★★ Fully automatic coil winding machinery for transformer coils. Frater, Calvo Sotelo 26, Zaragoza. I.R.-98.

★★ Auto repair tools of all types. Garrido y Gibasa S.R.C., Lope de Haro 12, Madrid. I.R.-72.

★★ Metal forging machinery. Talleres B. Porredon, Tetuán 72, Granollers (Barcelona). I.R.-230.

★★ Machine tools. Exclusive distributor. Uson S.A., Escuelas Pias 23-25, Zaragoza. I.R.-208.

★★ Machine tools, specifically bending machines, punching presses, shears, Suministros Industriales Y Comerciales S.A., Gomis 112, Barcelona. NCIA. I.R.-126.

★★ Milling machines, grinding equipment, general machine tools, Agency. Proveedora Agricola E Industrial, Paseo de Atocha 15, Madrid. NCIA. I.R.-247.

★★ Machine tools. Azlor S.L., Gran Via 64, Bilbao. WTD 10/8/62. I.R.-22.

★★ Machine tools. Redondo y Garcia S.A., Paseo de las Delicias 32, Madrid. WTD 10/26/62. I.R.-21.

★★ Grinding machines, gear cutting machines, steel plate forming machines, Agency. Guillet Hijos v Cia. S.A., Fernando VI, 23, Madrid. I.R.-28.

355 Special Industry Machinery

Ceylon

Pulverizing grinding mills; equipment for coconut shell processing plant in mesh sizes 200, 300, 400 capable of producing 5 tons of ground flour daily at estimated rate of 10-15 cwt. (112 lb.) hourly. Jafferjee Bros. (importing distributor, manufacturer), P.O. Box 1180, Colombo. WTD 8/3/62. Specifications available on loan from Trade Opportunities Staff, BDSA 111, Room 4319, Department of Commerce, Washington 25, D.C.★ (WO 7-4675)

France

Machines for bookbinding, paper processing. Direct purchase and agency. Société des Ets. Smyth Horne (importer), 3 rue Furstenberg, Paris 6e.

Machines, equipment for woodworking, rubber, plastics, paper, textile industries; requests replies in French. Direct purchase and agency. Société de Mecanique & d'Electricite (importer), 82 rue St-Lazare, Paris 9e.

India

■ 4½" plastic extrusion line, suitable for insulating, sheathing "Solidal" type cables up to 2½" dia., complete with accessories; laying up machine; armoring machine; voltage testing equipment; insulation resistance test assembly; conductor resistance testing equipment; butt welding machine. Loan 157; U.S. source. IL 989325/DLF.157/61. Ref. 4(91)/62-AID.II. Bid deadline Jan. 18. Aluminum Industries, Ltd., 1 Ceramic Factory Rd., Kundara, Kerala State, South.★

■ Band machine for sawing, filing, polishing, complete with 1 hp, 400/440 v., 3 ph., 50 c., a.c. motor and starter, band to column 30", 3; high speed bandsawing machine, throat, band to column 35¼", complete with 10 hp., 400/440 v., 3 ph., 50 c., a.c. supply motor and starter; auto portable spot weld gun and power pack, suitable for operation on 220 v. 50 c., 1 ph., a.c. Loan 217; U.S. source. IL EI/GL/MTC/43/DLF.362. Ref. 63(132)/62-AID.I. Bid deadline Jan. 12. Industrial & Agricultural Engineering Co. (Madras) Pvt., Ltd., 2/17-G, Mount Rd., Madras 2. Cable: AGRICOLA.

■ Spot welder, surface grinder, high cycle tools, fork lift truck, platform truck. Loan 157; U.S. source. IL 991260/DLF-157/61. Ref. 41(716)/62-AID-II. Bid deadline Jan. 18. Larsen & Toubro, Ltd., P.O. Box 378, I.C. House, Dougall Rd., Ballard Estate, Bombay.★

■ Surface grinder. Loan 157; U.S. source. IL 995488/DLF-157/60. Ref. 41(297)/61-AID.II. Bid deadline Jan. 10. B.K. Khanna & Co. Pvt., Ltd., 14-F, Connaught Pl., New Delhi. Cable: KAYMOBILE.★

■ Machinery, equipment to renovate, increase plant cap. to manufacture components for automobiles, trucks, including die shop, forge shop, foundry, press shop, machine shop. Small team of technicians soon coming to U.S. to work out schedule of purchases, shipments. Loan 386/H-066; U.S. source. Hindustan Motors, Ltd., c/o American East India Corp., 25 Broadway, New York 4, N.Y.

■ Precision high speed tapping machine, pedal operated with autoreversing tap head, complete with compensating spring mechanism for maintaining preset tap driving and reversing pressure, complete with collets and chuck, wrenches, 5; precision high speed tapping machine, pedal operated with and/without automatic tap lubricator, with autoreversing speed range approx. 380 = 2,250 r.p.m., complete with compensating spring mechanism for maintaining preset tap driving and reversing pressure, complete with collets, chuck, wrenches, 5. Loan 217; U.S. source. IL EI/GL/MCT/160/DLF/362. Ref. 63(151)/62-AID(1). Bid deadline Jan. 15. Garlick & Co. Pvt., Ltd., Jacob Circle, Bombay 11.

Italy

★★ Shoe machinery. Calzaturificio Mamar, Via Miano Agnano 219, Miano (Naples). WTD 3/62, I.R.-144.

★★ Silk screen printing presses. Mussano & Sisto, 38 Viale delle Milizie, Rome. NCIA. I.R.-16.

★★ Device for marking marble with firm trademark; portable, usable on rusticated surface. Dott. Ing. Glauco Anzilotto-S.p.A. Travertini "Le Querciolaie," Viale Michelangelo 5, Florence. WTD 6/62, I.R.-61.

Japan

★★ Manufacturer-importer of sausage kitchen equipment, slicers wishes to represent U.S. manufacturers of similar lines. Nantsune Iron Works, 513 Tatsumi Nishi Agiro-cho, Ikunoku-Osaka. I.R.-32.★

Libya

Mechanical equipment for construction of cement plant with cap. of 120,000 metric tons annually, including electric power station, mining apparatus, complete kiln; requests engineering services, financing information. National Cement Co. of Libya (manufacturer), P.O. Box 790, Tripoli.

Netherlands

Wishes to buy or rent dies for manufacture of plastic household goods, toys. Metaplast (manufacturer, wholesaler), 37 Zomerdijk, IJsselstein.

Niger

Medium cap. machine for extrusion of plastic rigid and flexible tubing with molds for tubing of inside diams. varying from 1-25 cm., wall thickness proportionate to inside diam. but not exceeding max. of 1 cm.; molds for production of threads, elbows, T's, Y's, reduced couplings, other similar fixtures such as those provided for standard galvanized iron domestic water piping; plastic pipes must be adapted to European type faucets, pumps, sanitary fixtures; European metric system specs. imperative; payment desired 25% on order, remainder in 18-24 months in monthly payments beginning 1 month after installation; payment may be completed in 12 months. Complete installation for small factory, cap. 15,000 kilos daily of soap, with as nearly complete automation as possible and providing for production and purification of glycerine byproduct; payment desired 25% on order, remainder in 18-24 months in monthly payments beginning 1 month after installation; payment may be completed in 12 months. Complete factory installation for 2 small plants each to produce 5-6 tons of bread daily, using as much automation as consistent with moderate price; loaves to be French type varying in weight from 250 gm.-1 kilo; payment desired 25% on order, remainder in 18-24 months in monthly payments beginning 1 month after installation; payment may be completed in 12 months. Complete factory installation for production of leather shoes; production 1,000-1,500 pairs daily; automated as much as possible; payment desired 25% on order, remainder in 18-24 months in monthly payments beginning 1 month after installation, payment may be completed in 12 months. Machine for molding plastic sandals, shoes; steel molds adaptable to machines already purchased; payment desired 25% on order, remainder in 18-24 months in monthly payments beginning 1 month after installation, payment may be completed in 12 months; illustration of type of machine sought and additional information available on loan from General Industrial Equipment & Components Division, BDSA 323, Room 4018, Department of Commerce, Washington 25, D.C. (WO 7-5592.) Adib E. Tabet, Minoterie Nigerienne SICN (Société Industrielle Commerciale Nigerienne) (manufacturer), B.P. 528, Niamey. Interested companies requested to forward proposals, catalogs, literature to General Industrial Equipment & Components Division, where

offers will be held pending Tabet's arrival in U. S.

Philippines

■ Rodgers model RGM L & B roller, idler grinder; L & B combination grouser shoe and sprocket welding unit; Rodgers model 30 TP-M6 single end ram stationary track press; Rodgers electrical impact wrench; International Harvester track servicing tools, per tool schedule 350-C, 1 set; Caterpillar track servicing tools; per tool schedule 350-C, 1 set; Berkeley Conservall model 40 dual head automatic track resurfacer, welder. Loan 59; worldwide. Credit amount $42,822.60. Bid deadline Jan. 16. Engineering & Machinery Corp., 500 Exchague, Manila, where quotations are to be sent, copy to Foreign Loans & Investments Dept., Central Bank of Philippines, Manila.

Spain

★★ Concrete pipe plant. Fomento De Obras Y Construcciones S. A., Balmes 36, Barcelona. I.R.-231.

★★ Baking machinery. Jose Del Tiempo Rapun, S. Vicente Paul 29, Zaragoza. I.R.-119.

★★ Bag closing, sewing machines for paper, jute bags 100-180 lb. Exclusive distributor. Manufacturas Textiles Trenzator, S.R.C., Sevilla 12, Zaragoza. I.R.-106.

★★ Woodworking machinery of all types. Emilio Garcia Murillo, Tarazona (Zaragoza). NCIA. I.R.-96.

★★ Food packing machinery. Talleres Juan Borrell, Aribau 71, Barcelona. I.R.-63.

★★ Textile machinery. Agency. Pedro Sagrera De Armenteras, Ronda de San Pedro 3, 3 Barcelona. I.R.-61.

★★ Corrugated box making machinery for use in flower packing. Manufacturas Casanovas, Rambla Cataluña 135, Barcelona. I.R.-49.

★★ Paper bag manufacturing machinery, particularly open mesh bags for vegetables. Textil Vallesana S.A., Valencia 15-21, Granollers, Barcelona. I.R.-52.

★★ Packaging machines of all types. Tharsis & Co. S.L., Serrano 63, Madrid. I.R.-42.

★★ Textile manufacturing machinery. Medir, Ferrer y Co., Via Layetana 23, entlo. A., Barcelona. WTD 8/28/61. I.R.-38.

★★ Woodworking machinery. Eximtrade S.A., Serrano 51, Madrid. I.R.-40.

★★ Small automatic laundry boilers, pressing equipment. Jose Tajada Aladren, General Mola 4, Zaragoza. I.R.-184.

★★ Textile machinery; new, used. Textil Nivela S.R.C., Cariñena, Zaragoza. I.R.-180.

★★ Paper mill machinery. Agency. Jose Gimenez Sanchis, Sagunto 27, Valencia. WTD 6/26/58. I.R.-158.

★★ Cardboard box machinery for egg boxes. Angel Dolz Y Hermanos S.L., Cadiz 17, Valencia. I.R.-137.

★★ Machinery for slitting special paper used for yarn, thread. C.A.I.T.A.S.A., Camino Juslibol s/n Zaragoza. I.R.-271.★

★★ Corrugated cardboard manufacturing machinery. Fonseca S.A., Av. Generalisimo Franco 416, Barcelona. WTD 11/1/62. I.R.-50.

★★ Woodworking machinery. La Industrial Mecanica. Abrain Hermanos, S.R.C., Miguel Servet 28, Zaragoza. I.R.-263.★

★★ Woodworking machinery, particularly modern automated lumber saw mills. Agency. Guillet Hijos y Cia., S.A., Fernando VI, 23, Madrid. I.R.-28.

★★ Food processing machinery. Industrias Vegetales Corchero S.A., José Antonio 55, Madrid. I.R.-2.

★★ Classification machinery for lentils. Sabino Inchaurza, S.A., Zorilla 29, Madrid. I.R.-10.

★★ General packaging machinery. Envases Industriales S.A., Francisco Suarez 11, Madrid. I.R.-5.

★★ Machinery for manufacturing venetian blinds. Maria Flor Moreno, Isaac Perál 52, Madrid. I.R.-13.

356 General Industrial Machinery

Israel

■ Darak, or equal, armored separators, 380,000 pcs.; Darak, or equal, armored separators with glass, 120,000 pcs. S/A I/L 2200992. Reed Prentice, or equal, No. 1½ die casting machine, 380 v., 50 c., 3 ph. S/A I/L 2271494. Loan 28; U.S. source. Bid deadline Jan. 10. Government of Israel Supply Mission, 850 Third Ave., New York 22 (attention N. Nisen). Tenders should refer to S/A no., be prepared on basis of f.a.s. U.S. port of exit, delivery desired by Feb., prices itemized to show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tenders to buyer.

Italy

★★ A.C. components for 1-20-ton-cap. air-conditioning units. SITEA, 27 Via Boldetti, Rome. NCIA. I.R.-22.

Japan

★★ Trading co. seeks agency for heavy construction, hydraulic machinery, equipment. Maruka Machinery Co., Ltd., 41, Bungo-machi, Higashi-ku, Osaka. WTD 10/60. I.R.-24.★

★★ Manufacturer of electric dryers, dust collectors seeks agency for related equipment. Fuji Sangyo, Ltd., Kawasaki Bldg., 44, 4-chome, Bingo-machi, Higashiku, Osaka. NCIA. I.R.-39.★

Spain

★★ Refrigeration pumps. Angel Hernandez, Tenor Fleta 16, Zaragoza. NCIA. I.R.-101.

★★ Refrigeration valves, fans, pumps. Joaquin Bueno Ortuño, Marqúes de Zenete 24, Valencia. I.R.-148.

★★ Air compressor. Sebastian Xifre Sala, López Allué 9, Zaragoza. I.R.-115.

★★ Oil refinery pumps, compressors, varied small pumps. Agency. Brugg Española S.A., Leganitos 35, Madrid. I.R.-245.

357 Office, Computing, Accounting Machines

France

Accounting machines; requests replies in French. Direct purchase and agency. Side France (importer, dealer), 37 blvd. St.-Michel, Paris.

Office equipment; requests replies in French. Direct purchase and agency. Log Abax (importer, dealer), 146 ave. des Champs Elysees, Paris 8e. WTD 7/11/61.

Office equipment; requests replies in French. Direct purchase and agency. Omnium National de Controle (importer, dealer), 51 rue de Provence, Paris 9e. U.S. representative: Standard Johnson Co., 371-73 Pacific St., Brooklyn 17, N.Y.

Spain

★★ New, used typewriters. Angel Porres Porres, Luis Vives 19, Madrid. I.R.-175.

★★ All types of office equipment. Octavio Y Felez S.L., P° Cuellar 11 y 13 Zaragoza. I.R.-97.

358 Service Industry Machines

Bahrain

Domestic electric air conditioners. Asia Trading Co. (importer, retailer, wholesaler, commission agent), P.O. Box 394. Manama. WTD 12/4/62.

Germany

Charcoal broilers, gas or electrically fired, for restaurants, hotels. King-Maschinen Verkaufsgesellschaft mbH. & Co. K.G. (importer, wholesaler), 4151 Struemp, Post Osterath/Rhld., Gartenstadt 13. WTD 6/8/61.

Italy

★★ 1-ton cap. air conditioners. SITEA, 27 Via Boldetti, Rome. NCIA. I.R.-22.

★★ Agency for air-conditioning systems. Dr. L. Brafuca, Viale Beatrice D'Este 7, Milan. I.R.-84.

★★ Seeks distributorship for air-conditioning units. Dream S.p.A., 34 Via Barberini, Rome. NCIA. I.R.-11.

Spain

★★ Air conditioners, refrigeration equipment. Angel Hernandez, Tenor Fleta 16, Zaragoza. NCIA. I.R.-101.

★★ Laundry machines. Agency. Talleres A. Olivan, Madre Sacramento 32, Zaragoza. I.R.-111.

★★ Cube, flake ice machines, vending machines. Agency. Varona & Jimenez, José Antonio 55-7°H, Madrid 13. WTD 3/6/61. I.R.-92.

★★ Laundry machines. Agency or distributor. Comercial Boeta, Belén 4, Madrid. I.R.-75.

★★ Refrigerators, washing machines, air conditioners, electric stoves, water heaters, water coolers; import parts for local assembly. Oriola C.A., Torrente Vidalet, Barcelona. I.R.-58.

★★ Air brushes for painting, refrigeration. Agency. Mecanismos Auxiliares Industriales S.A., Valls, Tarragona. I.R.-213.

★★ Air conditioners; individual, window. Distributor. Auto Ferros S.A., Alberto Aguilera 7, Madrid. I.R.-15.

★★ Cafeteria equipment. Maria Flor Moreno, Isaac Perál 52, Madrid. I.R.-12.

360 Electrical Machinery, Equipment, Supplies

Spain

★★ Electrical, electronic articles. Distributor. Electronica Iberica S.A., Pradillo 44, Madrid. I.R.-84.

★★ General electrical equipment. Agency. Enrique Gonzalez Jiminez, Velazquez 69, Madrid. NCIA. I.R.-246.

361 Electric Transmission, Distribution Equipment

India

■ 30 mv.-a. zero power factor leading, 2; 15 mv.-a. power factor lagging; 11,000 v., 3 ph., 50 c. horizontal shaft; hydrogen cooled synchronous condensers with accessories. Bid deadline Jan. 24. Tender Project/4072-N/V/Mysore, D/ENQ/606. U.S. source. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi 1. Cable: DEVSUP, New Delhi., where bids are to be sent. Tender papers available from India Supply Mission, 2536 Mass. Ave., NW., Washington 6, D.C., for $6.30 a set, not refundable.

New Zealand

● Supply of 1 50 mv.-a. 110/22 kv. transformer bank, spare unit. Tender 412, bid deadline Feb. 19. Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington.★ (WO 7-4242.)

Nigeria

● Supply, erection of 11 kv., 3.3 kv., 400 v. switchgear, transformers, control, protective equipment, power and control cabling. Tender 1033/202, bid deadline Jan. 14. Tender documents available from Secretary, Electricity Corp. of Nigeria, 13 Broad St., Private Mail Bag 2030, Lagos, for $28, not refundable, or for review only in Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C.★ (WO 7-4242.)

362 Electrical Industrial Apparatus

France

Electric, mechanical equipment for aircraft maintenance, repair, guiding, flying training. Direct purchase and agency. Astroair (importer), 6 ave. Marceau, Paris 8e.

India

■ Butt welding elbows for manufacture of air compressor high pressure manifolds, 6. Loan 217; U.S. source IL A.597001/61/AU/DW/CCI/HQ/RM. Ref. 65(4)/62-AID (1). Bid deadline Jan. 15. Consolidated Pneumatic Tool Co. (India), Ltd., 301/2 Agra Rd., Mulund, Bombay 80.★

Italy

★★ Electric interrupters; on-off timing, sequencing controls, contactors from 1½-200 a. Damiani Ciappi & C., Via A. Vannucci, 9, Florence. I.R.-65.

★★ Welding supplies, ITRI, Franco Layolo, Via Palestro 2a, Milan. I.R.-70.

★★ Importer with own service shop seeks additional electric motor, electric welding equipment lines. Electrital S.R.L. Piazza Duca D'Aosta 8, Milan. WTD 6/61. I.R.-173.

★★ Agent for electronic measuring equipment seeks compatible lines in aircraft industry. Europavia-Italia, S.p.A., 12 Via Paisiello, Rome. WTD 5/62. I.R.-161.★

Japan

★★ Electric tachometers, magnetic couplings for automatic control system for speed, tension of fabrics in manufacture. Toyo Kiryo Kogyo K.K., 7, 1-chome, Miyako-dori, Chikusa-ku, Nagoya. NCIA. I.R.-59.

Spain

★★ Electric furnace for melting, casting permanent magnets. Temp., Teruel y Cia. LTDA/. Fontanella 5-7, Barcelona. WTD 11/11/62. I.R.-130.

363 Household Appliances

Bahrain

Electric refrigerators; electric, gas cookers; household cooking stoves, ranges. Asia Trading Co. (importer, retailer, wholesaler, commission agent), P.O. Box 394, Manama. WTD 12/4/62.

Germany

Charcoal broilers; gas, electrically fired. King-Maschinen Verkaufsgesellschaft mbH & Co. K.G. (importer, wholesaler), 4151 Struemp, Post Osterath/Rhld., Gartenstadt 13. WTD 6/8/61.

Italy

★★ Home appliances — countertop gas ranges, garbage disposal units. Dream S.p.A., 34 Via Barberini, Rome. NCIA. I.R.-11.

★★ Vacuum cleaners, steam irons, related household appliances. Intercomes, 96 Via Marco Polo, Rome. NCIA. I.R.-19.

★★ Washing machines, other household appliances such as coffee grinders, vacuum cleaners. Michelangelo Spanio, 85 Via Acherusio, Rome. NCIA. I.R.-5.

Spain

★★ Household appliances. Exclusive distributor. Eyres, General Zabala 19, Madrid. I.R.-249.

364 Electric Lighting, Wiring Equipment

Spain

★★ Electric lighting equipment. Exclusive distributor. Eyres, General Zabala 19, Madrid. I.R.-249.

★★ Electric lighting equipment. Angel Hernandez, Tenor Fleta 16, Zaragoza. NCIA. I.R.-101.

365 Radio, Television Sets

Italy

★★ Agency for radios, radiophonographs, television sets, transistorized organs. Mastrobuono Bros. & Dr. S.A. Salzillo, Via Roma Raviscanina (Caserta). NCIA. I.R.-47.

Spain

★★ TV sets. Distributor. Miguel Pascual Nunell, Paseo Teruel 30, Zaragoza. NCIA. I.R.-202.

★★ Closed circuit television, supply, engineering. Fluorescencia Y Television Iberica S.A., Velazquez 87, Madrid. WTD 7/4/58. I.R.-18.

366 Communication Equipment

Italy

★★ Traffic signaling equipment. ELTEM-Elettronia Telecomunicazioni Mediterranea S.p.A., 44 Via dela Conciliazione, Rome. NCIA. I.R.-31.

★★ Microwave flexible wave guides, preferably seamless. Agency. IPA-Industrial Products Agencies, 160 Via Flaminia, Rome. WTD 2/62. I.R.-165.

Spain

★★ Transistor radios, walky-talkies. Agency. Landor Electrica, Serrano Morales 9, Valencia. I.R.-162.

★★ Sound reproduction, communication equipment. Exclusive distributor. Comerica S.L., Eduardo Dato 19, Madrid. WTD 9/14/61. I.R.-20.

367 Electronic Components, Accessories

Italy

★★ Electronic components, measuring instruments for laboratory, scientific purposes. ELTEM-Elettronica Telecomunicazioni Mediterranea S.p.A., 44 Via della Conciliazione, Rome. NCIA. I.R.-31.

★★ Agency for electronic tubes, components. S.F.E.R.A., S.r.l., 72 Via Asmara, Rome. WTD 8/59, I.R.-134.

★★ Selling organization for domestic, imported electronic measuring, controlling instruments, high vacuum equipment, rectifiers, pressure, temperature, flow gages seeks additional U.S. lines. E.T.A., Piazzetta Guastalla 15, Milan. I.R.-130.★

★★ Silicon diodes, other components for manufacture of rectifiers from 10-6,000 a. cap. for car batteries, chargers, arc welding equipment; leading to possible licensing arrangement. Societa Impianti Manutenzioni Elettriche SIME, Via A. Miccinesi 6, Florence. WTD 11/59. I.R.-63.★

★★ Electronic components. Betron Industrie e Ricerche Elettroniche S.p.A. Via Montebello 21, Leghorn. I.R.-59.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Italy

★★ Microstats for hospitals, related instruments. Michelangelo Spanio, 85 Via Acherusio, Rome. NCIA. I.R.-5.

Spain

★★ Electric automotive replacement parts. Agency. Thomas V. Christensen. Ronda Universidad 12, Barcelona. NCIA. I.R.-369.

371 Motor Vehicle Parts

India

■ Chevrolet, Studebaker motor vehicle parts. Loan 217; U.S. source. IL A-592098/61/AU-DW/CCI/HQ/RM. Ref. 60-(348)/62-AID(1). Bid deadline Jan. 15. Hindustan Motors, Ltd., 15 India Exchange Pl., Calcutta 1.★

Spain

★★ Auto spare parts. Garrido y Gibasa S.R.C., Lope de Haro 12, Madrid. I.R.-72.

★★ Hydraulic brake components, auto. Distributor. Tavisa (Talleres Villar S.A.), La Ripa 3, Zaragoza. I.R.-103.

★★ Spare parts for buses. Agreda Automovil S.A., Paseo Maria Augustin 7, Zaragoza. I.R.-203.

★★ Automobile spare parts. Agency. Mecanismos Auxiliares Industriales S.A., Valls, Tarragona. I.R.-213.

★★ Auto parts, ignition systems. Distributor. Barreiros S.A., Alcalá 32, Madrid. I.R.-29.★

★★ Automotive parts such as pistons, rings, cylinder sleeves. Exclusive agency. Iglesias S.A., Madre Sacramento 15, Zaragoza. WTD 10/20/62. I.R.-25

★★ Auto spare parts for European cars. Afan De España S.A., Alcalá 85, Madrid. NCIA. I.R.-19.

372 Aircraft, Parts

France

Aircraft spare parts. Direct purchase and agency. Astroair (importer), 6 ave. Marceau, Paris 8e.

Italy

★★ American aircraft spare parts, accessories. Consigliere Delegato Transair, C.so Matteotti-10, Milan. WTD 4/62. I.R.-121.

Japan

★★ Agency for helicopters for agricultural use. Kubota Iron & Machinery Works, Ltd., 6, 3-chome, Nihonbashi-Edobashi Chuo-ku, Tokyo. WTD 2/62. I.R.-72.★

Spain

★★ Aircraft parts, used helicopters. Sadema, Paseo de Rosales 64, Madrid I.R.-14.

★★ Aircraft, components. Exclusive agency. Sadema S.A. (Sociedad Anonima de Material Aéreo), Paseo de Rosales 6, Madrid. I.R.-1.

373 Ship, Boat Building, Repairing

Spain

★★ Fiber-glass boats. Agency. Yalleres Ape, Teniente Coronel Pueyo 3, Zaragoza. I.R.-107.★

379 Miscellaneous Transportation Equipment

India

■ Aerial ropeway. Loan 157; U.S. source. IL989734/DLF-157/61. Ref. 4(175)/62-AID.-II. Bid deadline Jan. 18. Mysore Commercial Union, Ltd., P.O. Box 89, Bangalore 22.★

Spain

★★ Automotive trailers. Distributor, later license. Ecat S.A. (Empresa Constructora de Automoción y Transportes), Valentin Beato 13, Madrid. I.R.-71.

381 Engineering, Laboratory, Scientific, Research Instruments

France

Electric, mechanical equipment for air-

craft navigation. Direct purchase and agency. Astroair (importer), 6 ave. Marceau, Paris 8e.

Italy

★★ Audiovisual teaching equipment synchronized—sound slide projectors, educational color photographs, teaching machines. Scala, Istituto Fotografico Editoriale, Via Ponte alle Mosse 133, Florence. I.R.-67.★

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Germany

Equipment for generating, measuring very low temperatures in range of liquid helium or liquid hydrogen for use in semiconductor industry; requests replies from manufacturers only. Direct purchase and agency. Wolfgang Zeh (importing distributor, manufacturer's agent), Postfach 83, 41 Duisburg-Meiderich. WTD 3/15/61.

Italy

★★ Temperature, pressure measuring instruments. Dott. Ing. Americo Volpe, Viale Gran Sasso 16, Milan. WTD 6/62. I.R.-78.

384 Surgical, Medical, Dental Instruments, Supplies

Germany

Materials, machines, equipment for dental laboratories; requests replies in German. Cowadental Cohen & Co. (importing distributor), 28 Corneliusstr., Duesseldorf. WTD 12/6/62.

Italy

★★ Manufacturer of absorbent cotton, bandages, hygienic gloves seeks agency for related items to sell through his sales organization. Corman, Via Rezia 1, Milan. WTD 10/60. I.R.-96.★

Japan

★★ Electro-medical instruments. Otake & Co. (representing), Nihon Kohden Kogyo Co., Ltd., 514 Nishiochiai 2-chome, Shinjuku-ku, Tokyo. NCIA. I.R.-97.★

Morocco

● Supply of 3 million meters absorbent gauze, 100,000 meters stiffened gauze, 1,700,000 gauze compresses, 2,700,000 gauze bandages, 210,000 stiffened bandages, 40,000 kilos carded cotton, 65,000 kilos absorbent cotton. Request for authorization to bid, plus samples and references, due Feb. 22. Correspondence required in French, Spanish, or Arabic. Firms authorized to bid to be notified by Pharmacie Centrale by registered mail beginning Mar. 7, bids of approved suppliers to be submitted by Apr. 3. Pharmacie Centrale, 24 rue des Ouled-Ziane, Casablanca, Morocco. Specs. in French only.★ (WO 7-2939.)

Spain

★★ Surgical tape, Distributor. Laboratorios Verkos, Cervantes 3, Zaragoza. I.R.-117.

★★ Specialty lines of surgical tools, equipment. Agency. Manuel Alvarez Suarez, Batalla del Salado 29, Madrid. I.R.-16.

386 Photographic Equipment, Supplies

Spain

★★ Micro projectors; still, movies. Teodoro Garcia Ezquerra y Film Dux, Paseo Pamplona 15, Zaragoza. NCIA. I.R.-191.

394 Toys; Amusement, Sporting, Athletic Goods

France

Fishing tackle. Ets. Bertrand-Vigier (manufacturer), 41 blvd. Gambetta, Villefranche-sur-Saone (Rhone). WTD 11/7/62.

Japan

★★ Manufacturer of sports goods seeks agency for similar U.S. lines. Orient Leather Products, Inc., Shinkawa Bldg., 605, 3-chome Shinkawa-cho, Naniwa-ku, Osaka. NCIA. I.R.-25.

Spain

★★ Sport fishing equipment. Juan Calico, Plaza de las Ollas 9, Barcelona. I.R.-238.

395 Pens, Pencils, Other Office, Artists' Materials

France

Office and school supplies; requests replies in French. Direct purchase and agency. Ets. Arpa (importer, wholesaler), 55 rue des Petites Ecuries, Paris 10e.

398 Manufacturing

Spain

★★ Protective, safety accessories for industry. Andres Roig Vall, Francisco Giner 17, Barcelona, NCIA. I.R.-123.

★★ Christmas articles, novelties. Francisco Atienza, Valverde 28, Madrid. I.R.-76.

★★ General merchandise. Peninsular De Comercio Exterior S.A., Via Layetana 158, Barcelona. I.R.-214.

399 Industries

Japan

★★ Manufacturer, trading co. interested in agency for pump type fire extinguisher. Nippon Precision Machinery Co., Ltd., 1-chome, Koyama-cho, Nakagawa-ku, Nagoya. NCIA. I.R.-50.

508 Machinery, Equipment, Supplies

Italy

★★ Printers' supplies for photoengravers, lithographers. Ditta Riti Concezio, 35, Via dei Delfini, Rome. NCIA. I.R.-32.

509 Wholesalers

Spain

★★ Office supplies, stationery. Casa Crespo, Coso 15, Zaragoza. I.R.-205.

521 Lumber, Other Building Materials Dealers

Spain

★★ Building materials. Eximtrade S.A., Serrano 51, Madrid. I.R.-40.

★★ Building materials, Agency. Fomento De Piedras Y Marmoles S.A., Calle Nuestra Señora del Port 344, Barcelona. I.R.-54.

★★ General building equipment. Suarco S.A., Sueca 47, Valencia. I.R.-136.

593 Antique Store, Secondhand Store Products

Italy

★★ Books, prints, paintings, lithographs, antiques pertaining to southern Italy. Ditta Casella (bookseller), 84, Piazza Municipio, Naples. I.R.-149.

★★ Stained-glass windows, tapestries, painting reproductions. Art Studio, Prof. Panigati, Via della Signora 5, Milan. I.R.-100.

731 Advertising

Japan

★★ Japanese advertising agency seeks U.S. agent. Hakuhodo Inc., Advertising, 22, 3-chome, Kanda-Nishikicho, Chiyoda-ku, Tokyo. I.R.-27.

Spain

★★ Advertising, publicity. Agency. Alas Publicidad S/A., Alcalá 32, Madrid. I.R.-69.

739 Business Services

Japan

★★ Japanese public relations firm seeks U.S. agent. Cosmo Public Relations, 9, Imamiya-Cho, Murasakino, Kyoto. I.R.-28.

781 Motion Picture Production, Distribution

Spain

★★ Industrial, scientific films. Manuel Gutierrez Roig., Castelló 39, Madrid. I.R.-39.

891 Engineering, Architectural Services

Japan

★★ Consulting engineering firm seeks U.S. partner. Kansai Design Co., Ltd., 12 Soan, Konohana-ku, Osaka. NCIA. I.R.-14.★

Spain

★★ Plant studies. Hisco S.A. (Sociedad Anonima de Comercio Internacional), Fontanella 7, Barcelona. I.R.-67.★

★★ Engineering for refrigeration, freezing of vegetables. Conservas Trigo S.A., Martinez Cubells 10, Valencia. I.R.-167.

★★ Technical assistance on refrigeration manufacturing. Joaquin Bueno Ortuño, Marqués de Zenete 24, Valencia. I.R.-148.

★★ Collaboration with U.S. consulting engineering firm for market studies. Spainfo S.A., Martinez Campos 47, Madrid 10. WTD 3/23/62. I.R.-26.

★★ Desires service of consulting firm to analyze operation to improve quality of products. Ferrovios y Siderurgia S.A., Cedaceros 4, Madrid. WTD 6/12/62. I.R.-11.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

India

Jal M. Panthaky, representing Central India Spinning, Weaving & Manufacturing Co., Ltd., Nagpur, Maharashtra State, interested in **cloth processing** especially roller and screen printing; also technical information pertaining to roller and screen printing. Early Jan. for 5-6 months; c/o Tata Inc., 425 Park Ave., New York 22. Itinerary: New York.

South Africa

E. Greubel, representing E. Greubel, 23

Quebec House, 55 Smal St., Johannesburg, interested in securing agencies for general **textiles, piece goods, curtaining, and napery.** Jan. 12 via New York for 10 days; c/o Mrs. H. Rush, 306 Main St., Ridgefield Park, N.J. Itinerary: New York.

Syrian Arab Republic

Badawi Atta Tammam, representing Correspondence & News Office and *Arab World General Directory*, Awqaf Bldg., Quwwatly St., P.O. Box 170, Aleppo, interested in **journalism** and in preparing **tourist and commercial directory** of Arab world, also technical information, Jan. or Feb. via New York for 2 months; U.S. Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Washington, Chicago, possibly cities in Calif.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

225 Knitwear

France

Pullovers, cardigans, polos, casual coats, coat-sweaters; related articles of wool, cotton, manmade fibers for men, young boys. Sales agency and distributorship for France or section thereof, with financial responsibility if so desired. Ets. Moreau & Fils (manufacturer), La Monnerie-Cussac, Haute-Vienne. WTD 11/29/62.

Sweden

Men's, women's knitted casual clothing, sports clothes; nylon underwear, all kinds of stretch pants; nylon socks; nylon hosiery; children's anklets; woolen articles. La Scan (agent), P.O. Box 1602, Boras 6. WTD 12/6/62.

227 Floor Covering Mill Products

Germany

Axminster, Wilton rugs, carpets. Manfred Rogler (sales agent), Stockhausenstr. 3, Hamburg 33.

230 Apparel

Sweden

Men's, women's casual clothing, sport clothes, coats; nylon underwear; rainwear; nightwear; all kinds of stretch pants, trousers of manmade fiber; pants, dresses; slips, petticoats; wool articles. La Scan (agents), P.O. Box 1602, Boras 6. WTD 12/6/62.

232 Men's Clothing

France

Men's shirts, underwear. Robert Worms (manufacturer's agent), 87 rue Pierre Demours, Paris 18.

260 Paper, Related Products

France

Packing, filling products including paper, cardboard containers; high quality products desired. Ets. Charles Schweitzer S.A. (importer), 4 rue Bouret, Paris 19e.

262 Paper Mill Products

France

Waterproof paper; requests replies in French. Papiers R. Charpentier (dealer), 27 rue Madeleine Michelis, Neuilly s/Seine (Seine).

281 Industrial Chemicals

France

Raw materials for chemical industry, new chemical products for industrial use, high quality. Ets. Charles Schweitzer S.A. (importer), 4 rue Bouret, Paris 19e.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

France

Plastics materials, high quality. Ets. Charles Schweitzer S.A. (importer), 4 rue Bouret, Paris 19e.

307 Miscellaneous Plastics Products

Netherlands

Plastic household items. Metaplast (manufacturer, wholesaler), 37 Zomerdijk, IJsselstein.

321 Flat Glass

Burma

Glass, glass products, such as glass sheets, looking glass, window glass, figure glass. Keekabhai Jeewajee (wholesaler, retailer), 473/75 Maha Bandoola St., Rangoon. WTD 1/14/60.

342 Cutlery, Handtools, General Hardware

France

Houseware gadgets, practical do-it-yourself gadgets. Jean Gerard (commission merchant), 41 rue Beaubourg, Paris 3e. WTD 9/27/62.

355 Special Industry Machinery

France

Machines for manufacture of paper pulp, paper, cardboard, bags, boxes: printing machines, typo, helio. General agency for Common Market countries. CEMI-Compagnie Europeenne de Materiel Industriel (importer), 134 rue du Faubourg-St.-Honore, Paris 8e. WTD 7/23/62.

356 General Industrial Machinery, Equipment

Netherlands

All kinds of equipment, materials for petrochemical industry, such as pumps, motors, meters, tankage. N.V. Emba Agenturen, Industriegebouw (importer, wholesaler, exporter, manufacturer's agent), 204-6 Goudsesingel, Rotterdam 1. WTD 12/5/62.

360 Electrical Machinery, Equipment, Supplies

France

Aircraft instruments for airplanes, ground test equipment including special oscilloscopes, radars, high frequency electronic devices. Exclusive agency. Consortium de Precision Industrielle (importer, wholesaler), 57 ave. d'Iena, Paris 16e. WTD 8/2/62.

Industrial electronic equipment, newly developed. Ets. Charles Schweitzer S.A. (importer), 4 rue Bouret, Paris 19e.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

France

Transducers of high precision for airplanes, missiles, teleguided missiles, nuclear industry; temp. measuring instruments, temp. controls; static temp. measuring instruments for temps. −300°-5,000°. Exclusive agency. Consortium de Precision Industrielle (importer, wholesaler), 57 ave. d'Iena, Paris 16e. WTD 8/2/62.

394 Toys

Netherlands

Plastic toys. Metaplast (manufacturer, wholesaler, 37 Zomerdijk, Ijsselstein.

Leads for Importers

Commodities are offered direct unless specified.

221 Broad Woven Fabric Mill Products

France

Carriage fabrics of very good quality, natural and synthetic; woven, cloth, fabrics (cotton, mixed) for upholstered auto seats, related uses. Direct or through agent. Dumons Freres, (Ets.), 63 rue Jean-Jaures, Lavelanet, Ariège. WTD 12/5/62.

224 Narrow Fabrics, Other Smallwares Mill Products

France

Fine woolen goods, specialty fabrics (carded wool) for men's, women's wear, suitings, coatings, related materials (worsted cloths, cotton piece goods, mixtures). Direct or through agent. Dumons

Freres (Ets.), 63 rue Jean-Jaurès, Lavelanet, Ariège. WTD 12/5/62.

225 Knitting Mill Products

France

Readymade clothing (wool, cotton, silk, rayon) for women, young misses, including embroidered articles, new models of French creation, offered at attractive prices, such as tailored suits, 2-piece outfits, classic and fancy styling; skirts, pleated, others; dresses, classic and fashion. Direct or through agent. Creations Claude Valmont, 1 rue Palvezy, Limoges, Haute-Vienne. WTD 12/14/62. Descriptive literature.★

Full-fashioned sweaters of pure wool for women. Bomo, Société Anonyme, 51, rue Thiers, Moreuil, Somme. WTD 12/5/62.

229 Miscellaneous Textile Goods

Germany

Wool, cotton rags. Findeisen & Weber, 55 Bulacher Strasse, Ettlinger/Baden.

242 Sawmill, Planing Mill Products

British Guiana

Greenheart timbers, pilings; wallaba telegraph poles; sawn hardwoods (various species); hewn greenheart squares. Toolsie Persaud, Ltd., 1-4 Lombard St., Georgetown. WTD 11/10/61.

283 Drugs

Sweden

Pharmaceuticals. Apoteksvarucentralen Vitrum AB, Box 12170, Stockholm 12. WTD 9/24/62.

289 Miscellaneous Chemical Products

Canada

Urethane plastic foam insulated food carrying case. Rogers Bros., Ltd., 305 Duke St., or P.O. Box 831, Saint John, New Brunswick. WTD 12/12/62.

314 Footwear, Except Rubber

Sweden

Wooden shoes. Zata Tofflor, Gamleby. WTD 11/19/62.

317 Handbags, Other Personal Leather Goods

Japan

★★Watch bands. Kawai Manufacturing Co., Ltd., 15 Nakano-cho, Unagidani, Minami-ku, Osaka. NCIA. I.R.-92.

331 Blast Furnaces; Steel Works; Rolling, Finishing Mills

Germany

Seamless, welded pipe. Direct or through agent. Loewe & Jaeger KG, 42-44 Hochfeld Str., P.O. Box 557, Duisburg. WTD 11/19/62.

342 Cutlery, Handtools, General Hardware

Japan

★★Industrial, micropitch chain. Yoshikawa Mfg, Co., Ltd., 92, 1-chome, Yushima-Tenjincho, Bunkyo-ku. NCIA. I.R.-73.★

352 Farm Machinery and Equipment

Sweden

Milking machines, milk pails, milk coolers, and autowashers for milking machines. AB Manus, Norrkoping 6. WTD 6/20/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Japan

★★Manufacturer of tool joints, drill collars, couplings for oilfield use seeks sales agent. Arai Iron Works Co., Ltd., 8, 2-chome, Kotobashi, Sumida-ku, Tokyo. NCIA. I.R.-80.★

356 General Industrial Machinery

Sweden

Equipment for paper, cellulose industry, such as apparatus for converting paper; laboratory apparatus for paper, cellulose; machinery, equipment for processing of wood chips. AB C.J. Wennbergs Mekaniska Verkstad, Vikengatan 11, Karlstad 1. WTD 6/21/62.

358 Service Industry Machines

Sweden

Water purification equipment. AB C.J. Wennbergs Mekaniska Verkstad, Vikengatan 11, Karlstad 1. WTD 6/21/62.

359 Miscellaneous Machinery

Sweden

Medium pressure (50-200 kp./cm.^{2}) hydraulic valves. Monsun AB, Jarnvagsgatan 12, Sundbyberg. WTD 10/24/62.

362 Electrical Industrial Apparatus

France

Small electric motors, related equipment for marine use, aviation, broadcasting, television, including following types of rotary machines for operation at different voltages, frequencies: Flange-type motors, hermetically sealed; reduction-gear motors; hydraulic-pump motors; marine motors, enclosed type; 3-frequency motors, 50-60-400 c.; radar power converters; power fans, blowers. Direct or through agency. Société Anonyme de Constructions Electro-Mecaniques L.M.B., Usine de Malemort, Brive-la-Gaillarde, Correze. Address correspondence to Raymond Starmans, 15 rue de la Paix, Brive, Correze. WTD 11/29/62. Descriptive pamphlets.★

366 Communication Types

Japan

★★ Electronic metal detector manufacturer seeks American distributor. Densoku Kogyo Co., Ltd., Fukusyo Bldg., 8-3 Ginza Chuo-ku, Tokyo. NCIA. I.R.-101.★

★★ Intercom telephones. Nippon Nobel Mfg. Co., Ltd., 4, 4-chome, Shiba-Tamuracho, Minato-ku, Tokyo. NCIA. I.R.-90.★

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Japan

★★ Liquid pressure gages. Nagano Keiki Mfg. Co., Ltd. (Nagano Keiki Seisakusho, Ltd.), 4 Nihonbashi Ningyocho 1-chome, Chuo-ku, Tokyo. NCIA. I.R.-70.★

383 Optical Instruments, Lenses

Japan

★★ Manufacturer of astronomical telescopes, planetariums, collimators seeks agent. Goto Optical Mfg. Co., 115, 1-chome, Shimmachi, Setagaya-ku, Tokyo. WTD 3/1962. I.R.-82.★

384 Surgical, Medical, Dental Instruments, Supplies

Japan

★★ Electromedical instrument manufacturer seeks agent. Otake & Co. (representing), Nihon Kohden Kogyo Co., Ltd., 514 Nishiochiai 2-chome, Shinjuku, Tokyo. NCIA. I.R.-97.★

394 Toys; Amusement, Sporting, Athletic Goods

Japan

★★ Ski safety bindings. Yoshikawa Mfg. Co., Ltd., 92, 1-chome, Yushima-Tenjincho, Bunkyo-ku. NCIA. I.R.-73.★

★★ Toys. Nishio Trading Co., Ltd., 55, 3-chome, Andojibashi-dori, Minami-ku, Osaka. NCIA. I.R.-34.★

399 Industries

Japan

★★ Ivory, coral, carved stones. Nishio Trading Co., Ltd., 55, 3-chome, Andojibashi-dori, Minami-ku, Osaka. NCIA. I.R.-34.★

505 Farm Products, Raw Materials

Japan

★★ Chamois skins. Kawai Manufacturing Co., Ltd., 15 Nakano-cho, Unagidani, Minami-ku, Osaka. NCIA. I.R.-92.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan. ★

NICARAGUA—90 km. of **irrigation channel** planned by Rivas Irrigation Co. of Nicaragua, about 5 km. to be under international bidding. 1st 2 km. to have depth of 12 m., width at bottom to be 6 m., total of 350,000 cu. m. of earth to be removed. About 2 km. to be concrete lined. 10 pumps with 700 hp. electric motors, capable of pumping 1.5 cu. m. per sec. to be purchased, 7 to be used to lift water about 85 ft., 3 to pump water 82 ft. further. Total area to be irrigated in initial phase of project 9,000 hectares.

TURKEY—Officials of Turkish Government Retirement Pension Fund Administration (Emekli Sandigi) have decided original plans for **heating, air conditioning, and ventilating systems** for new hotel, under construction in Ankara, are inadequate and desire inquiries from U.S. firms interested in undertaking revision or replacement of these plans and contracting for eventual installations. Details available from Ankara Oteli Project, Emekli Sandigi, Kavaklidere, Ankara.

UGANDA—The Government of Uganda, Ministry of Works, Entebbe, Uganda Tororo Girls School, Tororo, Eastern Region, Uganda, planning to construct girls **boarding school** in Entebbe, at estimated cost of $1,340,000 (£450,000 sterling). Proposed project to consist of construction of administration building, teaching units, dormitories, dining hall, kitchen, library, assembly hall, faculty housing and flats, ancillary buildings complete with necessary site work, including roads, water supply, storm water drainage, sewage disposal. Buildings to be 1 and 2 stories. Successful contractor may enter into agreement with Ministry of Works, payment to be in East African shillings. AID to reimburse Government of Uganda for contract. Only bona fide U.S. and East African contractors permitted to submit bids. Tender documents with detailed information available in Uganda only. Bids expected issuance by Uganda Government about mid-Jan.

Work expected to commence about Mar., with completion about Dec. 1964. Interested U.S. firms contact Carl Cramer, Agency for International Development, Washington, D.C. (phone DUdley 3-8080) for arrangements to inspect documents indicating scope of work and required contract form. Contractors intending to bid should submit names to Engineer in Charge, Ministry of Works, Uganda, P.O. Box 10, Entebbe (telegraphic address MINIWORKS ENTEBBE, Uganda) by Jan. 10.

Timber preservation unit tenders sought by Taiwan

The Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei, is inviting bids for 1 lot portable timber preservation unit and 1 coal preparation equipment of pilot plant, bid deadline Jan. 7.

The tender documents for job CPBG-205-1 are available from the General Industrial Equipment & Components Branch, Room 4020, Department of Commerce, Washington 25, D.C. (telephone WOrth 7-5589).

Argentina extends bid date for model of port

The bid date for the study of Port Quequen and execution of a small-scale model has been extended from Dec. 20 to Jan. 10 by the Secretariat of Public Works.

Specifications are available at $50 a copy from the Argentine Embassy, Office of Economic Counselors, 1600 New Hampshire Ave., NW., Washington 9, D.C.

Supermarket equipment wanted for Taiwan

The American Embassy in Taipei is interested in receiving brochures from manufacturers of supermarket equipment such as butchering machines, conveyors, refrigerated display cases, baking equipment, and walk-in refrigerators for delivery to a local group of businessmen.

Eximbank sponsors largest foreign sale of U.S. generators

2 Japanese firms will buy U.S. products with $74.9 million loan

The Export-Import Bank has authorized 2 loans totaling $74.9 million to 2 electric utility companies in Japan. The Chubu Electric Power Company and the Tokyo Electric Power Company will use the funds for purchase of U.S. electrical power generating equipment.

CHUBU has been extended $37.8 million for two 375,000 kw turbine generators, and TEPCO will receive $37.1 million for two 350,000 kw generators. Both orders include related electrical and mechanical equipment.

The turbines are the largest of their type ever to be exported from the U.S.

The International General Electric Company of New York will supply the generating installations.

Both Japanese companies want turbine generators, condensers, steam generating facilities, auxiliary switch gear, transformers, and design engineering services. Both systems are highly advanced technologically, and also include electronic data processing machinery to observe and record performances of system segments automatically and continuously, as well as over-all performance.

When added to present capactiy, the new generators will boost TEPCO's Yokosuka station to a rated 1,230,000 kw, making it the largest thermal power station in the Far East. TEPCO's Yokosuka station serves about 3.5 million people.

CHUBU serves a rapidly growing industrial area near Nagoya. The new generators will be installed in a plant at Owase, about halfway between Nagoya and Osaka.

Total costs of the generating machinery for both companies is over $90 million. The U.S. supplier, in each order, is extending credit for a portion of the over-all contract price.

PARAGUAY RADIO RECEIVER

ANTELCO, the government communications agency, is planning to build a modern receiving station for international telecommunications in Luque, a suburb of Asunción. Eight large rhombic antennas will be installed.

Expert exporters say:

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5—Jacksonville World Trade Night, Robert Meyer Hotel, **Jacksonville, Fla.** 8:00 P.M. Sponsors: REEC and local civic bodies.

9—Export Trade Seminar, Opening Session (8 weeks), **Jacksonville, Fla.** Sponsors: Jacksonville Chamber of Commerce; Duval County Board of Public Instruction; U.S. Department of Commerce, Jacksonville office.

9—Minnesota World Trade Assn. Annual Bosses' Night Dinner Meeting, Minneapolis Athletic Club, **Minneapolis, Minn.**

10—International Trade Conference held in conjunction with the New York National Motorboat Show, at the New York Coliseum, **New York City** (9:30 a.m.). Sponsor: Boats International.

10—Forecasting Conference of Chamber Commerce of Greater Philadelphia, **Philadelphia, Pa.** Sponsor: Chamber of Commerce of Greater Philadelphia.

14—Export Trade Seminar, Opening Session (9 weeks), **Pensacola, Fla.** Sponsors: Adult Distributive Education Division, Escambia Board of Public Instruction; Pensacola Port Authority; Pensacola Chamber of Commerce; Industrial Management Assn.; and, U.S. Department of Commerce, Jacksonville Field Office.

15—First Monroe Conference on Exports, **Monroe, Louisiana.** Speaker: The Honorable Charles M. Meriwether, Director, Export - Import Bank of Washington. Sponsors: Northeast Louisiana State College; Louisiana-Mississippi Regional Export Expansion Council; Monroe Chamber of Commerce; Small Business Administration; U.S. Department of Commerce.

16—Export Expansion Seminar, Chicago-Sheraton Hotel, **Chicago, Ill.** Sponsors: Illinois Committee for Trade Expansion and the Regional Export Expansion Committee.

17—U.S. Trade Mission to Greece, Terminal Conference. Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: U.S. Department of Commerce.

18-25—Orientation to Brazil Program, Gould House, **Ardsley-on-Hudson, N.Y.** Sponsor: Office of Special Service to Business and Industry, New York University.

22—Businessmen's Conference of U.S. Trade Mission to Japan; **Cleveland, Ohio.** Sponsor: U.S. Department of Commerce.

23—Businessmen's Consultations, U.S. Trade Missions to The Philippines and Japan, **New Orleans, La.** Sponsors: Export Managers Club of New Orleans, International House, Louisiana-Mississippi Regional Export Expansion Council, Foreign Commerce Committee of the New Orleans Chamber of Commerce, U.S. Department of Commerce.

23—Agricultural-Industry Conference, **Salt Lake City, Utah.** Sponsor: State of Utah.

23-25 — International Engineering Convention, **Boulder, Colo.** Sponsor: University of Colorado.

24—World Trade Club of St. Louis, Inc., Dinner Meeting. Rose and Crown Room, Cheshire Inn, **St. Louis, Mo.**

25—Businessmen's Conference of U.S. Trade Mission to Spain; **Ft. Lauderdale, Fla.** Sponsor: U.S. Department of Commerce.

February

7—U.S. Trade Mission to Greece, Terminal Conference. Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: U.S. Department of Commerce.

11-14—International Heating & Air Conditioning Exposition, **New York, N.Y.** Sponsor: American Society of Heating, Refrigerating and Air-Conditioning Engineers.

12-13—Conference for Corporation Executives on Current Developments in Western Europe. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University, Washington, D.C.

13-16—International Automotive Service Industries Show, **Philadelphia, Pa.** Sponsors: Automotive Service Industry Assn. and Motor and Equipment Manufacturers Assn.

14—Monthly meeting of the International Trade Club of Chicago. **Chicago, Ill.**

14—Businessmen's Consultations on U.S. Trade Mission to Italy and Spain. Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: U.S. Department of Commerce.

18—Businessmen's Consultations on the U.S. Trade Mission to Japan. Worcester Chamber of Commerce, **Worcester, Mass.** Sponsors: Worcester Chamber of Commerce and U.S. Department of Commerce.

19-20—Businessmen's Conference of U.S. Trade Mission to Italy. Sheraton Hotel, **Philadelphia, Pa.** Sponsors: Foreign Traders Assn. of Philadelphia and U.S. Department of Commerce.

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